Board of Trade Journal

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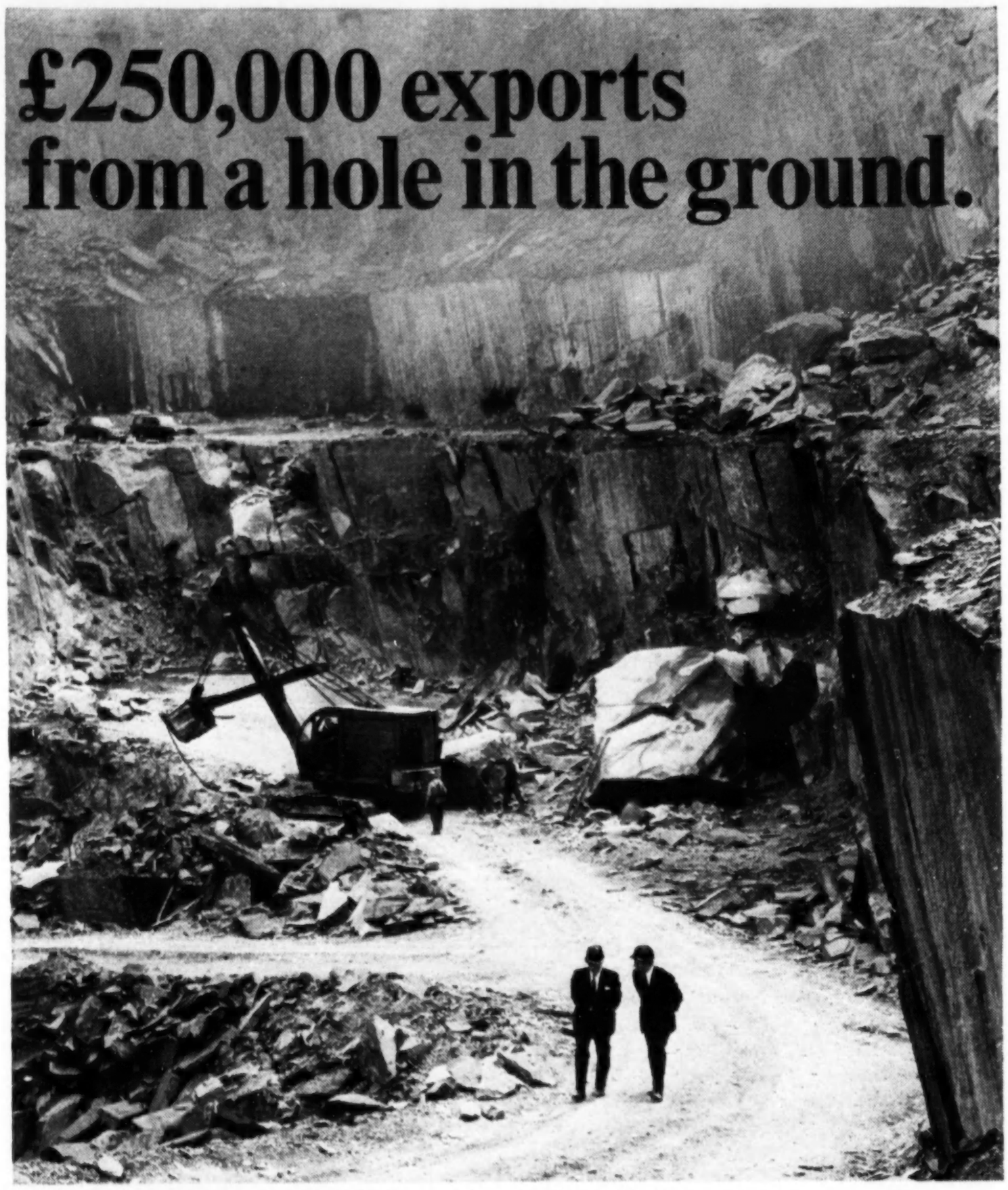
£250,000 exports from a hole in the ground.



Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

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CRC 104

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Front cover photograph

The Acropolis in Athens makes a fine background for the Whitlock 'Merton' 120B Tractor Shovel. Since their introduction to the Greek Market last year Whitlock Bros. have through their dealers Chrysaffis Trading, Technical and Industrial Co. SA, received orders in excess of £300,000 for their range of four wheel drive loading shovels. Whitlock Bros. Ltd., who are a member company of the London and Midland Industrial Group of Companies, exported in excess of 60 per cent of their total output in 1969 from their Great Yeldman, Essex, factory, their main markets in addition to Greece being Europe, the Middle East, Australasia and South Africa. The four wheel drive tractor shovels with bucket capacities of up to 3 cubic yards are used in quarries and mines and for bulk re-handling of various materials such as coal and sand.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	14 Jan. 1970
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 Dec. 1969
UK balance of payments (Q)	10 Dec. 1969
Bankruptcy orders (Q)	18 Feb. 1970
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	21 Jan. 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	18 Feb. 1970
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Credit:	
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British Film Fund Agency returns (M)	4 Feb. 1970
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Registration of films (A)	24 Jan. 1969
Trends in film going (A)	16 July 1969
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Household consumption (Q)	4 Feb. 1970
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UK tourist traffic (M)	4 Feb. 1970
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Average prices of selected commodities (A)	This week
Index nos. (M)	18 Feb. 1970

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Customs notices of interest to exporters	11 Feb. 1970
Directory of Board of Trade departments and their work	29 Mar. 1968
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Half-yearly index – July-Dec. 1969	18 Feb. 1970
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

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Machine tools; mining and petroleum equipment; civil engineering, construction, scientific and medical equipment; aircraft and components; furniture, fittings and building products; fashion and footwear; leisure goods; in fact end-products of all kinds.

And where

BRITISH COLUMBIA The labour force increased by 7% to 816,000 in 1968. In 1969 capital investment is likely to total £1,079 million and mineral production to reach £155 million. British Columbia needs coal strip-mining equipment as well as coal processing plant; container handling equipment; and many other end-products.

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conditions. Large-scale building projects alone in 1968 were worth £886 million, for such schemes as universities, harbour boards, hospitals, hotels and banks. There are tremendous opportunities for specialist know-how, materials and equipment.

ATLANTIC REGION This region is at the start of a cycle of remarkable growth. In New Brunswick, capital investment in 1969 was expected to rise by 21%, in Nova Scotia by 12% and in Newfoundland by 5%. The public utility sector alone was estimated to rise by a massive 19% above the previous year's level. In this area British firms have already sold container cranes, water and sewage treatment plant, newspaper equipment, and the world's largest paper-making machine.

Delivering the goods

The St. Lawrence Seaway now goes more than 1,000 miles inland from the eastern seaboard. The port of Toronto offers special services to smaller importers, such as combined warehousing, the breaking down of shipments into smaller lots, and will even despatch and distribute direct to your customers. Winnipeg, in the heart of the prairies, is just 16 days from Manchester, thanks to container services. BOAC and Air Canada can advise you on sending high cost/low volume goods by air freight when rapid delivery to dealers and stores may be critical.

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New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543,

Iceland to join the European Free Trade Association

by A. S. Halford-MacLeod, CMG, CVO, British A mbassador and Consul-General at Reykjavik

ON MARCH 1 Iceland will become a member of the European Free Trade Association – the first new member to be admitted to the Association since its formation in 1960 – and a party to the agreement between Finland and the EFTA countries. Negotiations on Iceland's application for membership of the EFTA extended over a good deal of 1969, and full agreement was reached on the terms for her accession to the Association shortly before Christmas. The main provisions of those terms are as follows:

(i) as from March 1 Iceland will gain full duty-free access to the EFTA countries for her manufactured goods;

(ii) on the same day, Iceland will begin a gradual reduction of her protective duties on industrial products imported from the other member countries. Basically, the agreed timetable calls for an immediate 30 per cent reduction of existing protective duties, followed by 10 per cent reductions on January 1, 1974, and on each January 1 thereafter, the final 10 per cent being removed on January 1, 1980;

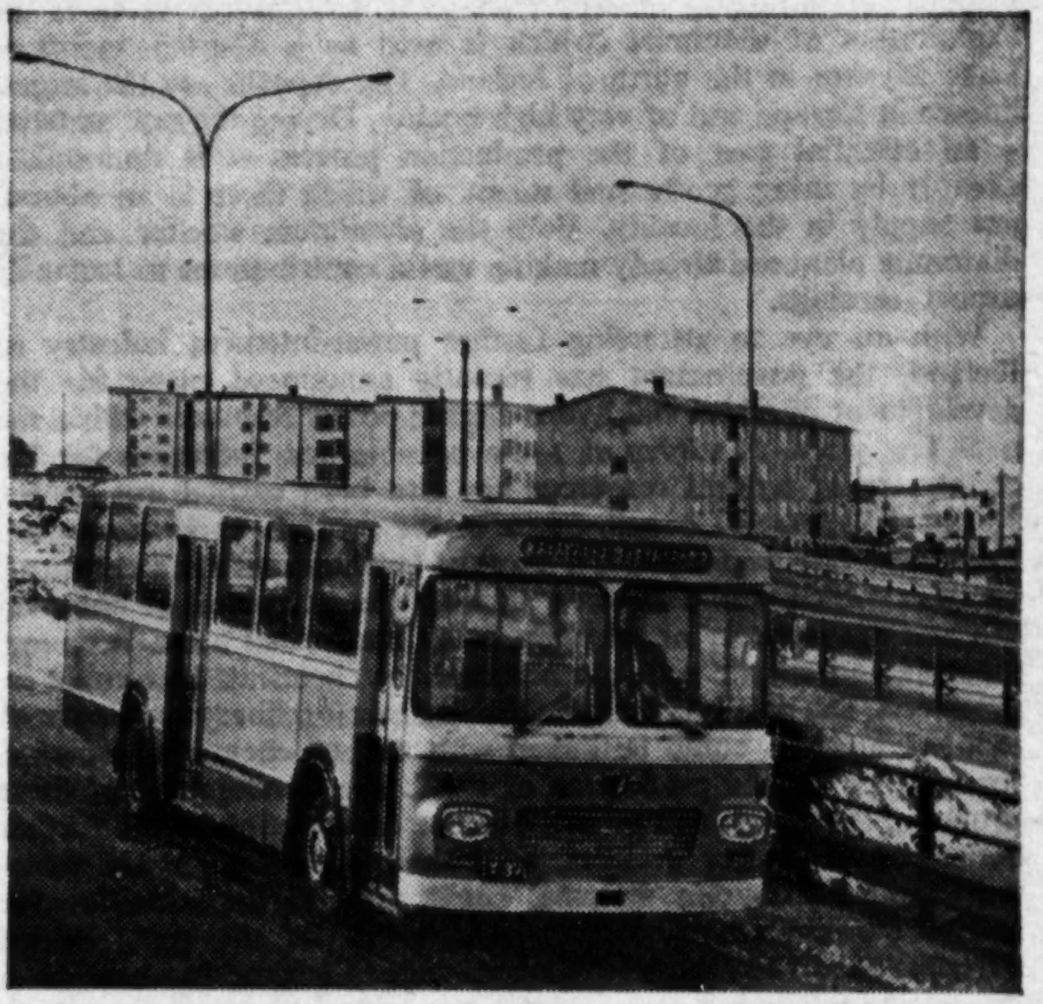
(iii) on the date of accession, Iceland will abolish quantitative import restrictions on a number of products. With a few agreed exceptions, the remaining restrictions will be abolished gradually, so as to be eliminated by the end of 1974;

(iv) on March 1 Iceland will become a party to the recent Understanding between the United Kingdom and Denmark, Norway and Sweden concerning Nordic exports of frozen fish fillets to the United Kingdom. This provided for the introduction of a minimum price scheme, in place of the former 10 per cent tariff, from January 1, 1970.

What does this mean in practical terms? What sort of a market is there, in fact, for British goods in Iceland? There is no doubt that it is only a small market, but it is a useful and growing one which no British exporter should overlook. The population of Iceland is only some 203,000, but the Icelanders are a sophisticated people with a high standard of living. And it is a convenient market in terms of distances: the sea journey from Leith to Reykjavik takes only three days, while to fly from London takes only some two and a half hours. Iceland is a modern, forward-looking country, with a record of stable, responsible government. A founder-member of the NATO, her policies are pro-Western and relations between her and Britain are close. She is a member of the Sterling Area.

Economic position and prospects

Since the beginning of the present century when Iceland was still a poor fishing and farming country economic progress has been very rapid. The advent of the ocean-going trawler, and the introduction of modern fish catching and processing techniques have brought about an impressive rise in living standards. Iceland's output of fish and fish products per head of those engaged in the industry is now much greater than that in any other fishing country in the world. Fish provides Iceland with 94 per cent of her foreign exchange earnings and over 25 per cent of her GNP. But the country's dependence on one product, and one so notoriously unstable as fish, has inevitably led to economic difficulties. In the period 1960-66 when fish catches particularly of herring, were very large and prices were high, there were boom conditions in the



A British Leyland motor bus belonging to the Kopavogur Municipality on the new flyover at Kopavogur, near Reykjavik.

country and the real GNP grew by almost 6 per cent a year. 1967 and 1968 saw a dramatic swing of the pendulum. There was an almost complete failure of the herring, while the war in Nigeria resulted in a loss of an important market for Iceland's stockfish. These developments, coupled with a general fall in world fish prices, led to an acute downward phase in the economy. While export earnings slumped badly, imports were still running at a high rate; there was a serious deficit in the trade balance with consequent reduction in the reserves. A devaluation of the *krona* by 24.6 per cent in November 1967 failed to correct the situation, and Iceland was forced to carry out a further devaluation, this time by 35.4 per cent, in November 1968. There is evidence that this latest devaluation is having the desired effect on the economy. Exports, helped by rising fish prices, were up in 1969 while imports were down; the reserves have risen and there are encouraging signs of economic growth.

Diversification of the economy

While Iceland has for a long time been aware of the dangers of being so dependent on a single new material, the economic troubles of recent years have brought home the urgent need for diversification of the economy of the country. Some steps in this direction have already been taken and others are planned. A difficulty is that Iceland possesses few raw materials, apart from

(*Continued on next page*)

ICELAND TO JOIN EFTA, *continued*

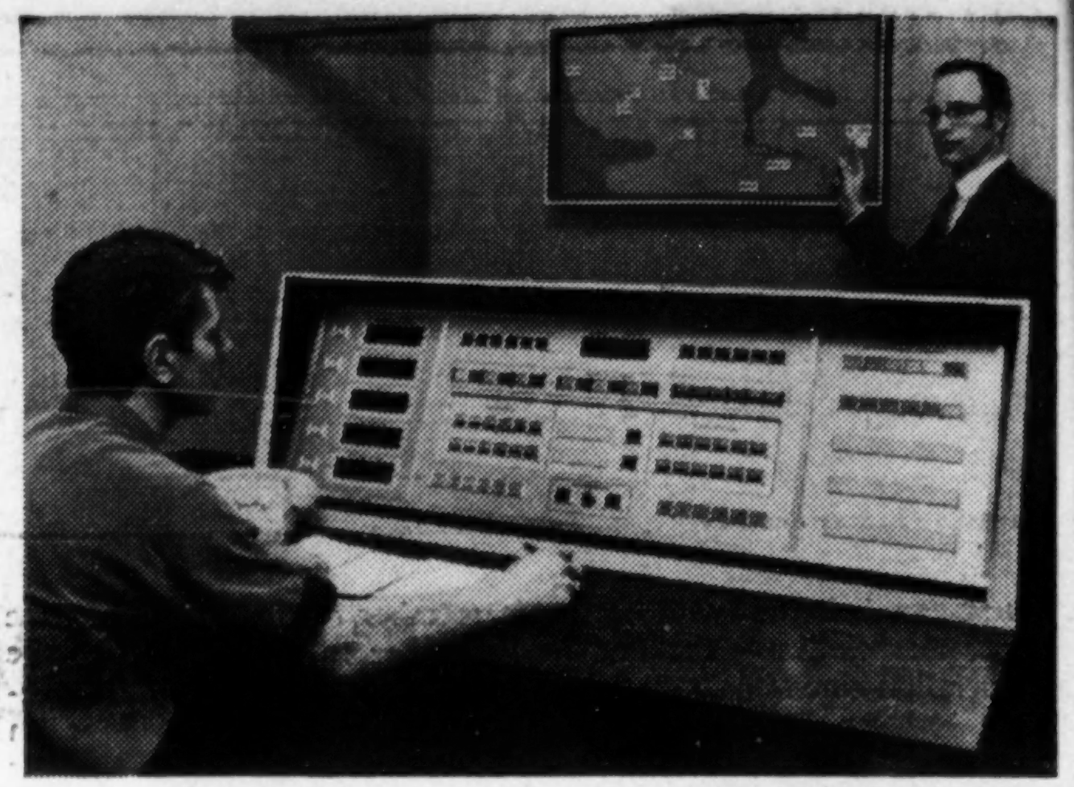
fish. She does however have some important natural resources – hot springs and a large potential of cheap hydro-electric power – and these could form the basis for power-intensive export industries. An important step on the road to diversification has been the setting up by Swiss Aluminium Limited ('Alusuisse') of an aluminium smelter using hydro-electric power. This recently started production of ingots at a rate of 30,000 tons a year, and there are plans to double its output within the next two years; the ultimate projected capacity is 80,000 tons a year. The aluminium smelter and its associated hydro-electric power station at Burfell are by far the largest projects in Iceland's history and, when fully developed, will represent a total investment of about £42 million. Another instance of industrial development using natural resources is the exploitation of diatomite (which is used as a filtering agent) at Lake Myvatn in the north of Iceland. The deposits are the largest known in Europe and of very high quality. Drying the raw material – an essential part of the production process – is undertaken cheaply by using geothermal steam, of which there is an abundant supply in the locality. Both the aluminium smelter and the diatomite plant are already making useful contributions to Iceland's export earnings.

With an eye to attracting further power-intensive industry to Iceland, the government has recently announced plans for the development of additional hydro-electric power resources within the next few years. A survey of some possible new industries for the country using natural resources has also been carried out by the National Research Council. Some of the projects under discussion include a heavy water plant, a seaweed industry and a sea chemicals complex which would have as its basis the extraction of common salt and the recovery of minerals, using geothermal brine. Bromine, chlorine and caustic soda are amongst the chemicals that could be produced. The possibility of establishing an oil refinery has also been mooted, and this could be linked with the sea chemicals complex, for instance for the production of PVC. The development of these proposed industries, and others, and the construction of the further hydro-electric power projects, with their associated water reservoirs and distribution systems, could provide opportunities for British consultants and British equipment. In the past, British participation in the larger capital projects in Iceland has been on a disappointingly small scale – for some reason there seems to be a tendency for some firms in Britain to ignore Iceland in seeking opportunities overseas – and it is to be hoped that Iceland's membership of the EFTA will remind British firms of the existence of this useful market.

In addition to heavier industry of the kind discussed above, there will be determined efforts in Iceland in the immediate future to develop light export industries. To assist Iceland in her efforts to diversify her economy, an industrial development fund totalling some £6 million has been set up by the Scandinavian members of the EFTA. This will be used to provide loans and guarantees for the improvement of existing industries in Iceland and the development of new industries. Possibilities that have been discussed include the development of the existing woollen goods and skins industries and the canning industry for fish products. A fishing net factory is also under discussion. Another possibility that has been suggested is the development of greenhouse farming on a large scale, using geothermal heating. Again, projects of this kind could provide opportunities for British consultants and British equipment.

Foreign investment

In both heavier and light industry there will be room for British investment. Any firm which is considering establishing a plant overseas would be well advised to give careful consideration to Iceland as a possible site. Its advantages are an abundant supply of cheap electricity which can be made available to industry on a long-term contract basis, and ready access to the European, Scandinavian and North American markets. Foreign companies interested in developing new industries in the country would, of course have to negotiate appropriate fiscal and other conditions with the Government of Iceland.



Mr. Michael Baker, an electronics engineer from Sound Diffusion Ltd. of Brighton, showing the operation of the remote supervisory control system supplied and installed by his firm for the Reykjavik municipal hot water supply.

Possibilities for expansion of British exports

British goods generally are well regarded in Iceland and, indeed, Britain is already one of Iceland's main trading partners. Imports from Britain during 1969 totalled some £6 million, roughly 13 per cent of all imports. These covered the full range of manufactures from agricultural machinery to pop records, and from fashionwear and foodstuffs ot water pumping equipment. Following Iceland's accession to the EFTA, Icelandic importers will be keen to improve their contacts with British firms, and there can be little doubt that in the period immediately ahead there will be some good opportunities for Britain to increase her share of the market. It must be borne in mind, however, that because the range of goods which Iceland manufactures is a small one, the list of items on which protective duties are levied in Iceland – that is, the duties which will be reduced in accordance with the EFTA time-table – is correspondingly small. To assist the local manufacturing industry the Icelandic Government will be making reductions in the duties of some raw materials and manufacturing machinery. The following are some of the categories of goods in which there will be opportunities for British manufacturers to expand their exports to Iceland:

biscuits
sauces
soups
soap flakes and powders
detergents
travel goods and handbags
leather gloves
roofing felt
paper tissues, etc.
greetings cards
woollen, cotton and synthetic fabrics, yarns and fibres
men's outerwear, underwear, shirts and socks
ladies' outerwear, foundation garments and stockings
footwear
carpets and felts
radiators

(*Continued at foot of next page*)

'The British economy—prospects and perspectives'

—The President

'THE RECENT RUN of trade figures shows a continued and encouraging rise in exports,' said Mr. Roy Mason, President of the Board of Trade, speaking at the Polytechnic Society, Oslo, on February 17. 'We look forward with confidence to a further increase in 1970, even though world trade conditions may be more difficult. The latest figures show that we have been running a balance of payments surplus at an annual rate of over £500 million. It has been possible because, given the right circumstances, British science and technology are still sought after by our overseas customers. British reputation for quality and service is good. British prices and credit facilities are extremely competitive. And British workers are by no means afraid of hard work.

'We are of course not alone in having labour problems. America has experienced many serious labour disputes in the post World War II years. Germany has been having it quite badly in recent years. And your neighbour Sweden, hitherto with an enviable record in this field, has been having her own troubles, too. The latest figures show, in so far as one can draw conclusions, that for the latest 10-year period, the British record on industrial stoppages was better than five of our major competitors. Better than the United States, Italy, Canada, France and Japan.

'National markets inadequate'

The President continued that it had become increasingly evident that technology was outstripping national frontiers. The need for industrial research and its cost were increasing rapidly. Tremendous economies of scale were possible with modern production tools but the costs of industrial projects were mounting astronomically with their increasing complexity. It was thus clear that national markets were inadequate. A first limited step to overcome these problems was the creation of the European coal and steel community by Benelux, France, Germany and Italy in 1952, followed in 1957, by the establishment of the European Economic Community. 'Britain and other countries tried, and failed, to form a wide European free trade area including the Six but EFTA was born out of these efforts in 1960,' went on the President. 'Our main task in the early 60s was to implement the good intentions of the Stockholm Convention to consolidate and strengthen the relations between ourselves and our EFTA partners. Now of course we are entering a new era. Like you we have tabled our application for membership of the Common Market. Undoubtedly, if the European Communities are to maintain their strength and outward looking policies it is essential that membership be widened. We believe that our entry will contribute substantially to the strengthening of Western Europe – politically and economically. Even more, we see the creation of a wider Community as important in maintaining the steady growth of world trade and benefiting all trading nations. Since our application there have been encouraging developments. We are now confident that a wider European integration can, and should, be achieved. And in this we believe that both our countries have an important part to play. We look forward to the start of negotiations before the year is very much older, talks which we hope will lead rapidly to solutions satisfactory to us all.'

White Paper on Britain and the EEC

'As you may have seen, the British Government last week published a White Paper on the economic implications for Britain of joining the EEC. Some people may suggest that this is so gloomy that we should give up all idea of joining. Don't be misled. What we have done is to set out the facts we have about a possible range of costs.

'Neither the top nor the bottom end of the range is necessarily realistic. The truth lies somewhere in between. But just where it lies depends partly on the way British industry responds to the challenge of such a greatly increased market. And partly on what we can secure in the course of negotiations about the terms of entry. It would be a brave man who would say here and now what the final balance will be or how long it will take to arrive at it. There will always be some elements on which one cannot make calculations. Not the least of these is the political question of the future development of Western Europe.'

ICELAND JOINS EFTA, *continued*

mattresses and pillows
toys.

Imports of certain goods which have hitherto been subject to quantitative restrictions will be progressively liberalized in the years ahead and this will open up new opportunities for British exporters. Some imports have hitherto been banned entirely, but quotas will be established from January 1, 1972 and imports will be liberalized entirely from January 1, 1975.

Doing business in Iceland

In general, Icelanders are price conscious – the more so since the economic troubles of recent years have brought about a decline in the real value of wages – but they also pay close attention to quality. There is no inclination to buy shoddy goods because they are cheap. Importers attach considerable importance to delivery by the due date. The reputation of British goods has suffered in the past in Iceland from a failure on the part of some firms to stick to promised delivery dates. British exporters would be well advised to quote a realistic delivery date from the start rather than an over-optimistic date which cannot be met.

British exporters wishing to make more than the occasional sale to Iceland will find it necessary to appoint a local agent for their goods. The vast majority of importing takes place through Reykjavik and it is generally essential that an agent should have an office in the capital. Because of the relatively small size of the market, most agents and wholesalers have to take on a number of commodities, and British firms cannot normally expect to find an agent who specializes only in their particular line. But with so small a community, the agent, whatever his business, will probably have useful connections in other branches of commerce. Some of the smaller Icelandic importers are not good correspondents and British firms will find that periodic visits to their agents and customers in Iceland pay dividends – and will be greatly appreciated. Most importers work on CAD or Letter of Credit terms. The usual credit terms are payment in 30 days, but for some luxury or semi-luxury goods the acceptance of credit is not allowed. The special permission of the National Bank or the Fisheries Bank is required for credit exceeding three months, but not exceeding one year. Government permission must be obtained for credit exceeding one year, and this is usually allowed only on durables and capital goods such as ships, aircraft and industrial machinery. Since Iceland is in the Sterling Area there is no exchange control on *krona*/sterling transactions.

Conclusions

Although in population terms only a small country, Iceland offers a useful market for British exports of all kinds – from day-to-day consumer goods to capital equipment and know-how. Iceland's accession to the EFTA is expected to improve Britain's competitive position in her market which would then open up opportunities for an expansion of British exports. No British exporter should think of Iceland as being too small to bother about. Other exporting countries certainly do not think so. And after all, no British firm in its senses would decide not to sell its good in Southampton, the population of which is roughly the same as that of Iceland!

Mr. Mason on trade figures

MR. ROY MASON, President of the Board of Trade, told the Rotherham Junior Chamber of Commerce at their annual dinner on February 20 that the 1970s could go down as 'the decade in which the British notched up trade figures that once and for all ended the era of an economically sick Britain'.

A report of Mr. Mason's speech will be given in the next issue of the *Board of Trade Journal*.

World trade and aid

RECEIVING THE Sign-in declaration on World Poverty from representatives of the Churches concerned with the voluntary aid programme in the Town Hall Barnsley on February 14, Mr. Roy Mason, President of the Board of Trade said he was particularly concerned with the negotiation of trade agreements favourable to the poorer countries. 'Countries, like people' he said, 'would far rather be given a fair chance to earn a proper share of the world's wealth than for ever receive large sums of aid. Though that aid is of course vital in the immediate future. There is much that can be done – but what we can do in isolation is limited. We must act with other countries. For instance we must make sure that developing countries get a fair price for their commodities – but this is essentially something that must be arranged through international agreements. We already have a good record in this respect. We have taken a leading part in the negotiations for the five Commodity Agreements already reached.

'We have taken the lead in trying to arrange more profitable trade terms for developing countries in other ways. We were the first developed country to push internationally for agreement to give tariff preferences for imports of manufactured and semi-manufactured goods from developing countries. This idea was approved by the United Nations Conference on Trade and Development in 1968 and the developed countries are now working out a scheme to put it into practice. Commonwealth countries of course already enjoy a virtually open market in Britain for primary products.

'But there is an enormous amount of work still to do. Industries must be built up so that they can take advantage of the favourable trading terms that are being arranged. The Sign-in Declaration quite rightly calls for more direct aid. At the end of last year my colleague Judith Hart gave the figures for the official aid programme up to 1973/4. They show a very large and welcome expansion an average increase of 9 per cent a year from 1971/72 accelerating to 13 per cent for the final year when the programme will reach £300 million. Few other programmes of public expenditure are growing as rapidly as this. What is more in the 1970s we intend to meet the sharply increased aid target that was set for donor countries at the 1968 UNCTAD – a transfer of net financial resources to developing countries amounting to 1 per cent of gross national product. The first point of the Sign-in Declaration calls for a still larger increase – 1 per cent GNP by 1972 of which .75 per cent should be from official sources. This would mean more than doubling the expenditure already planned for 1970/71. Public expenditure is planned some years in advance. We could not do this without seriously disrupting other programmes for which other departments have already been planning. This would be enormously wasteful.

'I need say little on the second point of the Declaration with which I wholly agree. Our contributions to international agencies have been increasing and are continuing to do so – they will be nearly 15 per cent of our programme this year compared to 10 per cent last. But the really important point as the 'Sign-in' recognises is to persuade other countries to act likewise and to strengthen these agencies so that they can handle this aid effectively. I know that the firm line we have taken in international consultations has been directly responsible for attaining the present levels of multilateral aid and we shall continue to press for these to be raised.'

BoT views on barter trading

AT A CONFERENCE on barter trading, held by the London Chamber of Commerce on February 18, Mr. B. E. P. MacTavish, an Assistant Secretary at the Board of Trade, expressed the official view on the subject.

He said that the Government did not encourage barter deals since transactions of this kind were inconsistent with trading on a multilateral basis and securing payment for our exports wholly in convertible currencies, which is believed to offer the best prospect for improving Britain's overall trading position.

However, the Government did recognise that British firms may sometimes have to engage in barter deals to secure export orders. This they were free to do within the framework of existing legislation and Government regulations, and the full range of Government services is available to help exporters who wish to sell on barter terms. The Government could not, however, make special facilities available to enable such deals to take place.

ECGD backs £10 million Chilean contracts

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of contracts awarded to Head Wrightson Process Engineering Ltd. of Yarm, Yorkshire, for the supply of plant, machinery and the rendering of services to expand the development of small and medium copper mining in Chile under an Expansion Plan formulated by Empresa Nacional De Mineria (ENAMI) of Santiago.

It is expected that Head Wrightson will be assigned supply contracts valued at approximately £10 million under a contract, signed on October 10, 1969, between the United Consortium (Chile) Ltd. and ENAMI.

The loan, which covers 85 per cent of the value of the United Kingdom goods and services, has been arranged by the Bank of London and South America (BOLSA) and is being made available by a syndicate of British banks.

A party of Welsh industrialists visited the Central Office of Information and were introduced to the export publicity services of the COI by the Acting Controller (Overseas), Mr. R. A. Fleming. The party included: Mr. B. Teague and Mrs. K. Matthews, Lloyds Dairies Ltd.; Mr. C. Smale, Tucker Products Ltd.; Mr. R. J. Smith, Revlon International Corporation; Mr. K. F. Parish and Mr. S. H. Edwards, M. Mole and Son Ltd.; Mr. M. Thomas and Mr. B. Hosking, Thomas Hosking and Son Ltd.; Mr. W. J. Burnell, Fram Filters Ltd.; Mr. L. C. Josty, Gnome Photographic Products Ltd.; Mr. J. G. Grainger, J. G. Grainger and Son; Mr. A. E. Williams, Lin-Pac Containers Ltd.; Mr. C. J. Evans, Wallace Evans and Partners; Mr. P. E. Loveluck, Welsh Office; Mr. A. H. C. Jenkins, Board of Trade Office for Wales; Mr. Gwynfor Davies, Development Corporation for Wales; and Mr. H. Tudwal Davies, Welsh Office. The photograph shows the visitors at COI headquarters in London.

Lord Brown speaks on GERU and computerized export intelligence

THE BOARD OF TRADE'S Group export representation scheme and new computerized export intelligence service (*see also page* 495) were described by Lord Brown, Minister of State, Board of Trade, speaking at the Crawley and District Exporters' Club, on February 18. Lord Brown described how under the Group export representation scheme the Board of Trade are trying to get together groups of firms, usually about six, to make complementary exports, and to interest them in the collective appointment of an export representative in a chosen market.

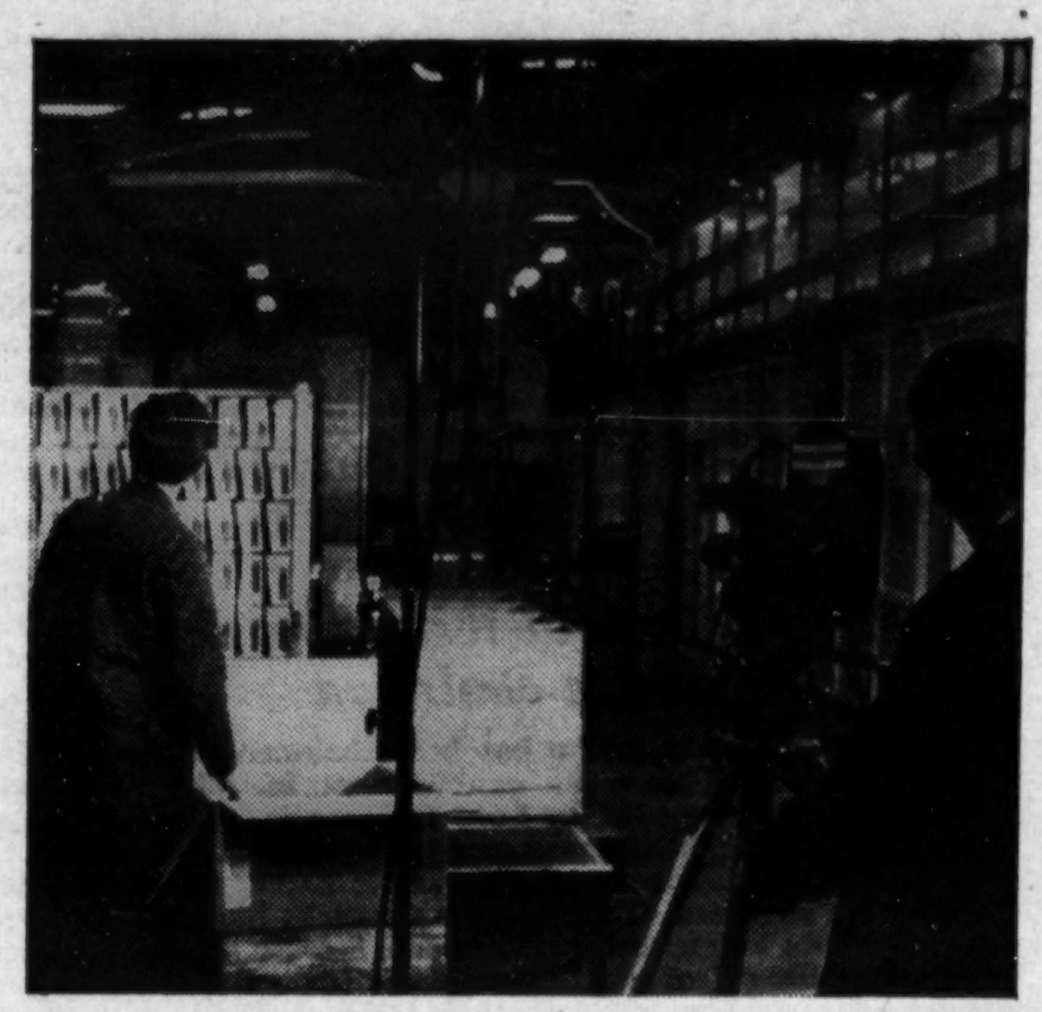
He continued: 'This new unit known as GERU in the Board of Trade has so far started a small number of groups, but hopes to expand its efforts in the future as against experience. I believe its efforts might be most valuable in the future. In order to help bring groups up to the starting point and sign on the dotted line it offers financial assistance to one or two members of the prospective group to pay a reconnaissance visit overseas to the market for a week in order to test the temperature of the water. Incidentally the most succesful thing that so far happened is when one member of one of these reconnaissance teams actually lifted an order for £100,000-worth of goods during the reconnaissance itself.

'These complementary groups are not simply for small firms, but for large ones, too, particularly in those marginal markets where the large firm does not find it worthwhile to operate, say, its own sales office.'

Towards computerized export intelligence

Lord Brown said the Board of Trade's new computerized export intelligence service would start operation on June 2. This will take the place of the existing *Export Service Bulletin* which currently provides a daily inflow of marketing opportunities, invitations to tender, market pointers and other information from our 200 Posts overseas. 'However this Bulletin is already 40 pages each day and I know that many firms find it very tiresome to search for the opportunities relevant to them through such a large bulletin.' said Lord Brown. 'I hope also that over the course of the next two years we shall at least double the number of inquiries coming to the Board of Trade from our overseas Posts and this would make it still more difficult. This is why we are now listing on our computer the names of all firms who apply with details of the products which they make and the particular market in which they are interested so that in future they will receive cards giving them information about those inquiries.

'Just over 30,000 exporters have been sent details of this new service over the last five weeks and we are satisfied with the response. Already over 3,000 have asked for the full details of the scheme that are issued in preparation for the signing-on stage, and approaching 1,000 have actually signed on the dotted line so far. This is encouraging because we believe this will be a highly effective service of great assistance to exporters both large and small.'



The export success of Kodak's 'Instamatic' still cameras is featured in a forthcoming Central Office of Information newsreel that will be seen in many parts of the world in cinemas and on television. A COI camera team recently visited the Stevenage factory of Kodak Ltd to film the assembly of 'Instamatic' cameras and the packing for export that takes place at Kodak's distribution centre at Hemel Hempstead. The Kodak sequence will be part of a COI newsreel which regularly goes out from Britain to many countries overseas and which highlights the sections of British Industry in the export field. The visit to Kodak is the result of the company's export achievement last year when, for the first time, more than a million 'Instamatic' still cameras, produced at Stevenage, were exported, earning over £2 million in foreign currency.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on page i-viii of January 14 issue.

A party of export executives from firms in Nottingham and District visited the Central Office of Information recently, and were introduced to the work of the COI's export publicity services by the Acting Controller (Overseas) Mr. R. A. Fleming. The party included: Mr. A. Palmer, Thorn Bendix Ltd.; Mr. T. W. Wiseman, Trent (300) Ltd.; Mr. R. Dorrity, treasurer of the Export Association of Nottingham from Barclays Bank; Mr. W. W. Cope, Tecquipment Ltd.; Mr. R. Kirby and Mr. D. Hales, Crosland Filters Ltd.; Mr. A. Markland, Riker Laboratories Ltd.; Mr. D. Dawson, Fordham and Burton Ltd.; Mr. T. Mills, Metropolitan Gas Meters Ltd.; Mr. T. Foster, Guy Burkin Ltd.; Mr. W. H. Varney, chairman of Export Association of Nottingham and of Beeston; Mr. P. Burton, Thompson, Jewitt and Co. Ltd.; Mr. R. Bailey, Simon May and Co. Ltd.; and Mr. A. J. Whysall, Wyvern Export Promotions Ltd. The photograph shows the visitors with Mr. Fleming at COI Headquarters in London.

Miss Elizabeth Ackroyd to resign from Consumer Council

MISS ELIZABETH ACKROYD, director of the Consumer Council since it was set up by the Board of Trade in 1963, has decided to leave the Council in the autumn of this year.

Announcing this on February 18, Miss Ackroyd said that she was resigning because she believed that seven years was long enough for any new organization to be directed by the same person. After that time both the organization and the director could benefit from a change. Miss Ackroyd said that she had found her work with the Council stimulating and enjoyable, and she was leaving it with confidence in its future.

Sir Robert Maclean resigns as Scottish Export Committee chairman

SIR ROBERT A. MACLEAN, who has been chairman of the Scottish Export Committee since its establishment in May 1966, has resigned. He is succeeded by Lord Clydesmuir, chairman of the Scottish Council (Development and Industry).

Before the establishment of the Scottish Export Committee, Sir Robert was chairman of the Scottish Council's Export Committee from 1948. As well as being an alternate Scottish Council member with Lord Bilsland of the Dollar Export Council, he was invited to serve as a member of the Western Hemisphere Export Council. Sir Robert served on the Export Council for Europe as team leader for Germany and was one of the early members of the British National Export Council.

Lord Clydesmuir has been chairman of the Executive Committee of the Scotish Council since 1966. From 1952 when he was elected to the Executive, he has travelled extensively on the Council's behalf. As part of his work in export and trade promotion, Lord Clydesmuir was chairman of the Scottish Industries Exhibition of 1964.

Arrangements for converting petrol pumps to decimal currency

AT THE REQUEST of the Institute of Petroleum, the Board of Trade have made new regulations to enable petrol pumps which have price computing mechanism to be converted to decimal currency in advance of D day (February 15, 1971). Conversion of petrol pumps will take about a year and the Institute, after considering experience in Australia, New Zealand and South Africa suggested that as many of the pumps as possible should be converted in advance of D day, even if it means that some of these were temporarily unable to be used to their full advantage. The new regulations have been drawn up after consultation with all interested parties including the Decimal Currency Board.

Even though pumps have been converted, petrol will continue to be sold until D day in existing currency. Every converted pump will be required to bear a clear notice until D day showing the price per gallon in shillings and pence of the grade or grades of petrol supplied.

Until the first week in June 1970 some converted pumps will calculate prices entirely in pence (e.g. 76d. instead 6s. 4d.) of the existing currency and will have ready reckoners to enable customers to convert this to shillings and pence. Other pumps which cannot be converted in this way will have their prices temporarily blanked off.

After June 7, 1970 all converted pumps will calculate prices in decimal currency and conversion tables will be placed on pumps so that customers can check that they are asked to pay the correct price (existing currency) of the petrol which has been supplied. Reduced fees (£2 for single grade and £4 for blender pumps instead of £3.3.0 and £5.5.0 respectively) will be payable when converted pumps are restamped by Weights and Measures Inspectors. The regulations, which will come into force on February 18, 1970 are the Measuring Instruments (Liquid Fuel and Lubricants) (Amendment) Regulations 1970 (SI 1970 No. 179). Copies may be obtained from HMSO, 49 High Holborn, London, W.C.1, prices 1s. 0d. and 6d. or by post from HMSO, PO Box 569, London, S.E.1, prices 1s. 4d. and 10d.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 11.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.22	Adamant - 1 - ylammonium chloride	1-Adamantanamine hydrochloride	December 31, 1970	13404
29.23	4-Aminophenol	Para amino phenol	December 31, 1970	11032
	L-Lysine L-glutamate	As in previous column	December 31, 1970	13392
29.26	L-Arginine L-glutamate	As in previous column	December 31, 1970	13391
29.30	Di*iso*cyanatotoluene, mixed isomers, containing not less than 75% by weight and not more than 85% by weight of 2, 4-di*iso*-cyanatotoluene	Tolylene diisocyanate	December 31, 1970	13390
29.35	*iso*Nicotinamide	As in previous column	December 31, 1970	13394

A party of top Japanese trade union leaders visiting the Hemel Hempstead factory of Rotax Ltd recently as part of a two-day visit to Government and industrial bodies organized by the Central Office of Information on behalf of the Foreign and Commonwealth Office. The visitors, in addition to touring the factory, also had talks with trade union officials.

Annual top-level technical talks dealing with European farm machinery were held in London recently. The Agricultural Engineers Association were hosts to delegates representing the 12-nation international committee of CEMA (the European Association of Manufacturers of Agricultural Machinery). Seen here (left to right) are Mr. F. Dean Swift, chief executive, AEA; Mr. A. Thibon, SGCTMA, a member firm of CEMA; Mr. F. J. Eames, Allis-Chalmers Ltd.; Mr. H. Rossler, Daimler-Benz; Mr. H. F. Howell, Massey-Ferguson Ltd.; and Mr. E. C. Lanning, overseas secretary, AEA.

Simpler Customs procedure for amending certain import entries

HM CUSTOMS AND EXCISE announce a simplified procedure for amending entries for home use for imported goods where there has been an underpayment of revenue. The new procedure, which will be introduced from March 2, will apply only to straightforward adjustments where the amount underpaid does not exceed £50. In other cases the existing post entry procedure will continue to be used.

Under the revised procedure a new form (XS99), known as an adjustment entry, will replace the present post entry. The Customs will initiate the procedure and will notify the importer or his agent of particulars of the underpayment by sending him a completed form XS99. If he agrees the particulars the importer or agent will sign the form and present it to the Customs Long Room with the amount due, retaining the copy provided for his records.

Further information can be obtained from Customs and Excise offices.

Application for anti-dumping duties on nitrogenous fertilizers

THE BOARD OF TRADE give notice that they are considering an application for the imposition, under the Customs Duties (Dumping and Subsidies) Act 1969, of anti-dumping duties on imports of calcium ammonium nitrate, ammonium sulphonitrate and ammonium nitrate from Belgium and the Federal Republic of Germany. This application may be extended to include other countries supplying these products at prices which appear to be dumped. The applicants have also asked for the imposition of provisional charges to duty pending the outcome of a full investigation into the application.

Having considered the facts so far before them, the Board of Trade have made the Anti-Dumping (Provisional Charge to Duty) Order 1970, imposing on and from February 20, 1970 a provisional charge to duty of £9 per ton on calcium ammonium nitrate originating in Belgium or the Federal Republic of Germany. For the purpose of implementing this Order, the Board of Trade have directed that proof of the country of origin shall be furnished to HM Customs and Excise in respect of calcium ammonium nitrate exported to the United Kingdom from Belgium, the Federal Republic of Germany, France, the Netherlands and the Soviet Zone of Germany.

The Board of Trade also announce that if evidence of dumping of calcium ammonium nitrate from any other country, or of ammonium sulphonitrate or ammonium nitrate from any country, comes before them while this Order is in operation, the Board will consider whether it would then be expedient to impose provisional charges on these imports too.

The Board of Trade are now proceeding to a full investigation of the application. A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed in writing to the Tariff Division, Board of Trade, Room 107, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address as soon as possible and not later than March 13, 1970. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Notes:

The Provisional Charge to Duty Order will remain in force for three months unless previously extended or revoked or superseded by an Order imposing a definitive anti-dumping duty, (which may be made retrospective to the date of the imposition of the provisional charge but not before). The rate of any retrospective duty cannot be higher than the provisional charge.

A provisional charge is not duty as such; but security, normally by cash deposit, will be required by HM Customs for the payment of any retrospective duty which may be imposed.

If an Order imposing a retrospective duty is not made before the provisional charge lapses or is revoked, the security will be returned. If such an Order is made, the security will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge, the appropriate repayments will be made.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

THE NEW EXPORT INTELLIGENCE SERVICE

FROM JUNE 1970 the Board of Trade's new service computerized "EXPORT INTELLIGENCE" can ensure that you personally receive by card (through 1st class mail) up-to-the-minute news of export opportunities and other vital information on overseas markets of specific interest to your firm.

The computer will be fed with information received from commercial representatives (experts on their own markets) at some 220 Diplomatic Posts in 120 countries. Information ranges from news of direct opportunities worth millions of pounds to detailed reports on different markets. For your convenience we have developed the service so that you receive only intelligence covering *your* choice of markets and product categories, with no time-wasting extras.

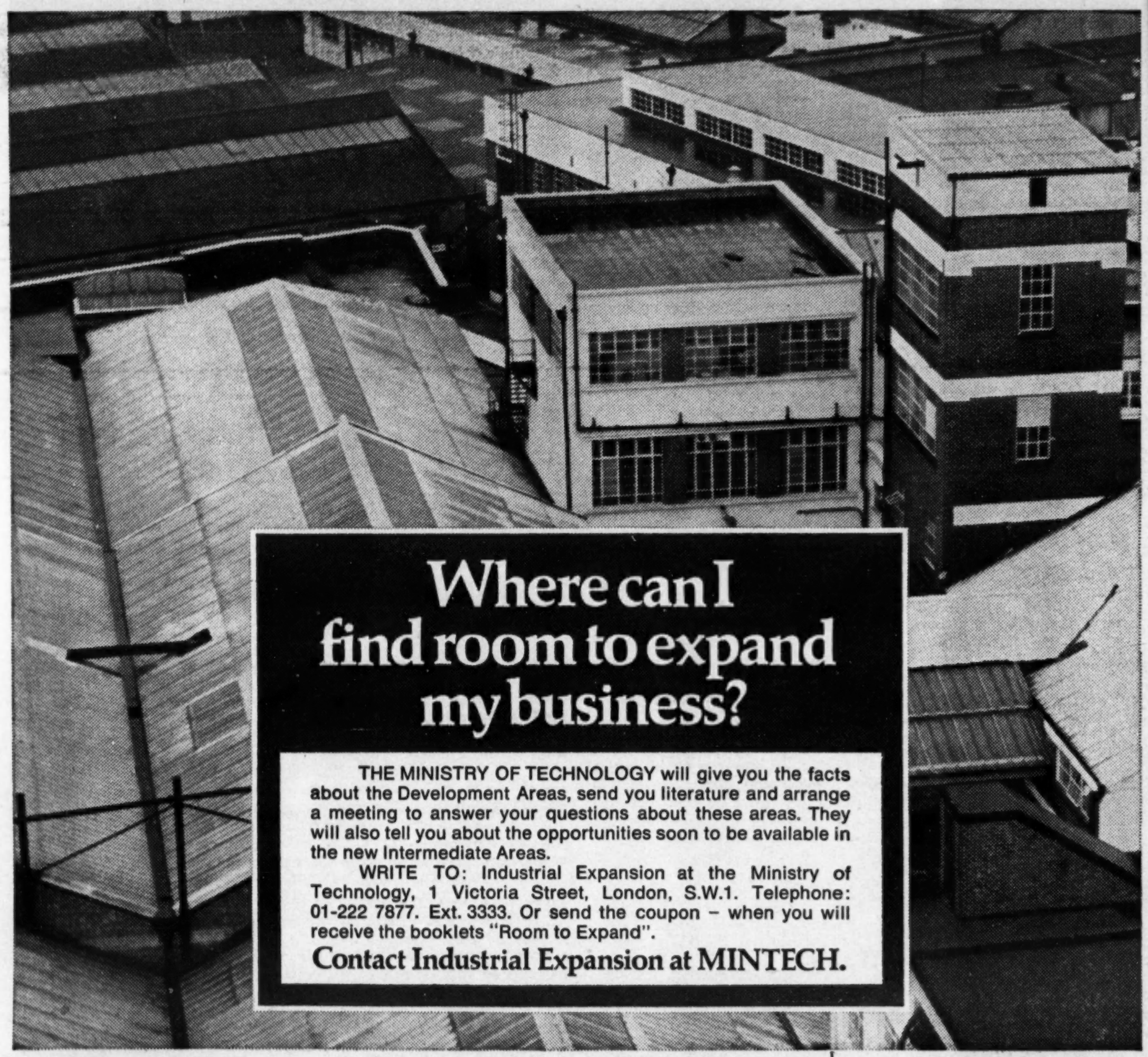
Cost? £25 a year for up to 500 cards or for one year's subscription.

Computerized EXPORT INTELLIGENCE was described in the *Board of Trade Journal* of January 7. 30,000 exporters were sent letters last month inviting them to subscribe. If you have not received one and require further details, please send the coupon below to Mr. J. Lister, Export Intelligence, Hillgate House, 35 Old Bailey, London, E.C.4.

Name.....

Firm .....

Address of firm.....



Where can I find room to expand my business?

THE MINISTRY OF TECHNOLOGY will give you the facts about the Development Areas, send you literature and arrange a meeting to answer your questions about these areas. They will also tell you about the opportunities soon to be available in the new Intermediate Areas.

WRITE TO: Industrial Expansion at the Ministry of Technology, 1 Victoria Street, London, S.W.1. Telephone: 01-222 7877. Ext. 3333. Or send the coupon – when you will receive the booklets "Room to Expand".

Contact Industrial Expansion at MINTECH.

Room to Expand

If you are planning to expand your business—either by opening an additional factory, or by moving your present plant to a larger site—it makes sense to do it where there is room for even further expansion, where you can plan your future growth from the very start. There *are* areas where you *can* do this. They are the Development Areas.

Financial incentives

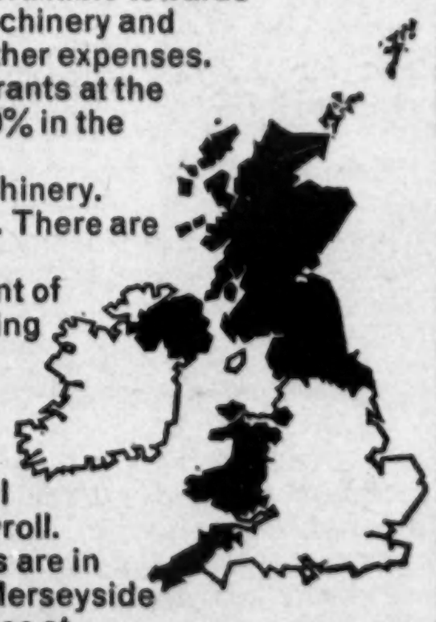
In the Development Areas, if you provide new employment, you can get a grant of 25% (in some cases 35%) of the building costs of a new factory. There are also Ministry of Technology factories to rent—with rent-free periods of 2 or 5 years in some cases. You may qualify for a loan towards general capital expenditure. And grants are available towards the costs of moving plant, machinery and stocks and towards certain other expenses.

There are Investment Grants at the rate of 40% (compared with 20% in the rest of the country) for new manufacturing plant and machinery.

More labour is available. There are training grants and training assistance: you can get a grant of £10 a week for every man getting approved training for an additional job.

There are Regional Employment Premiums of £97.10 p.a. (£78 p.a. from April 1970) for *every* man on the payroll.

The Development Areas are in Scotland, Wales, the North, Merseyside and the South-West. Incentives at higher rates are payable in Northern Ireland.



To: "INDUSTRIAL EXPANSION",
Ministry of Technology,
1 Victoria Street, London, S.W.1.

Please send me "Room to Expand", the illustrated explanatory literature.

Name_____

Position in Company_____

_____

Company Name_____

_____

Address_____

_____

_____

_____ BTJ34

Application for removal of import duty on esparto wax

THE BOARD OF TRADE are considering an application for the removal of the import duty on esparto wax, ex tariff sub-heading 15.16(B).

A statement of the applicant's case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed to the Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than March 12, 1970.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address. Such representations in summarized form and without attribution to source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Chemicals EDC publishes economic assessment

A LARGER FASTER growing market is called for in the Chemicals EDC Economic Assessment Report published on February 23 by the National Economic Development Office.

The report states that the EDC, whose Chairman is Lord Pilkington, is firmly of the opinion that the United Kingdom as a base for chemical investment suffers from two major disadvantages. These are the relatively small size of the United Kingdom market, and its slow growth.

The estimates in the report are the result of a study by the EDC's Planning Working Party, made up of chemical manufacturers, trade union leaders and Government officials. Members of the Planning Working Party initially based their detailed look at the future of the chemical industry on the Green Paper 'The Task Ahead – Economic Assessment to 1972 (published in February 1969) which gave a wide range of forecasts covering key industrial sectors on the basis of a 3.3 per cent a year growth in GDP over the years 1967-72. On this assumption, 'The Task Ahead' suggested the order of improvement in the trade balance of the chemical industry that would be required if a surplus of £500 million was to be achieved by 1972. The EDC estimates at a growth rate in GDP of 3.3 per cent a year, at 1964 prices, for the period 1967-72, United Kingdom home demand would grow at 7½ per cent a year, United Kingdom exports at 9 per cent a year and United Kingdom imports at 11½ per cent a year. Figures for 1969 are now available and exports of the United Kingdom chemical industry in 1969 were better than estimated.

The EDC estimates that the chemical industry's trade balance in terms of 1964 prices will improve by some £40 million between 1967 and 1972. United Kingdom exports of chemicals are estimated to be slightly higher than the growth suggested in 'The Task Ahead'. It is also estimated that imports will be growing at a higher rate than suggested in 'The Task Ahead', but that the rate of growth will be the same as over the last ten years.

So far as its manpower is concerned, the EDC considers that the increased output will be achieved without any expansion in the total labour force, and hence productvity in the industry will continue to rise. The industry's steadily improving manpower utilization at all levels is facilitated by its good industrial relations.

The growth of the chemical industry over the period 1958-67, at 7 per cent a year, was at twice the rate of that of United Kingdom manufacturing industry, and its share of the country's trading balance in manufactured goods increased from 9 per cent in 1958 to 14½ per cent in 1968. The fastest growing sectors are plastics, organic chemicals and pharmaceuticals.

The Plastics Working Party, which was set up at the end of 1968, will be reporting towards the end of this year. It is examining the performance and prospects of the plastics industry and will be providing quantitative forecasts up to 1980. This is a major study with very wide participation from the industry.

'Industrial report by the Chemicals EDC on economic assessment to 1972' is available free from the National Economic Development Office, Millbank Tower, Millbank, London, S.W.1.

Prime Minister's visit to West Cumberland

MR. HAROLD WILSON, the Prime Minister, visited West Cumberland on February 20, when he inaugurated the building of the Leyland National Company's new bus building plant at Lillyhall, near Workington. The project is a joint venture by British Leyland and the National Bus Company. After the opening ceremony, when the Prime Minister established the bench mark for the site, he was the guest of the Leyland National Company at a reception and luncheon.

During the day the Prime Minister made a number of other visits in the area. He went on to the Solway Industrial Estate, Maryport, to mark the site of the Ministry of Technology No. 3 factory. He also visited the Textured Fibres (Cumberland) Ltd. factory, the latest project on the estate housed in the No. 2 advance factory.

Courtaulds to establish factory in N. Ireland

A. KIRKLAND & CO. LTD., a member of the Courtaulds Group with factories at Leicester and Syston, are to establish the manufacture of their advanced jersey knitting machines at Omagh, Co. Tyrone, a high unemployment area with no experience of the sophisticated engineering skills involved.

A 30,000 sq. ft. Government factory is to be built and leased to the company and initial production is scheduled to be under way during the first half of 1971. Over a four year period there will be nearly 200 new jobs.

New British Standard chemical test methods

FOR SOME years the United Kingdom has participated in the work of preparing chemical methods of test, carried out by a Working Group of the International Organization for Standardization (ISO). As international agreement is reached on the methods, it has been agreed to publish them as British Standards, and three new standards have recently been issued that are technically identical with ISO Recommendations R 758, 759 and 761.

BS 4522: Method for the determination of density of liquids at 20° C. gives a reference method in which the mass is determined at 20° C of a volume of the material contained in a density bottle, and the volume of the latter is determined by determining the mass of a corresponding volume of water at 20° C. The density is obtained by dividing the mass of the material by the capacity of the bottle.

BS 4524: Method for the determination of residue on evaporation on a water bath gives a method that is appropriate, in particular, for tests on acetic acid, acetone, *n*-butanol, ethanol, isopropyl alcohol, methanol and solvent acetates. The mass of residue, if any, is determined after evaporation of the sample to constant mass at 110° C.

BS 4523: Method for the determination of bromine index describes a method applicable for the determination of bromine index, in particular of acetic anhydride and *n*-butanol. The bromine index is defined as the number of grammes of bromine consumed by 100g of the sample under the conditions of test. The sample is treated in acid solution, with excess potassium bromide-bromate solution and, after addition of potassium iodide solution, the liberated iodine is titrated with a standard solution of sodium thiosulphate.

Copies of BS 4522, 4523 and 4524 may be obtained from the BSI Sales Branch at 101-113 Pentonville Road, London, N.1. Price 6s. each (7s. including postage to non-subscribers).

INDEX INQUIRIES

Inquiries concerning the insertion of advertisements in the Board *made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who Inquiries about the detailed contents of the* JOURNAL (*dates on which particular articles, etc., were published*) *should for convenience be compile the half-yearly index to the* Journal,

Visits by British Overseas Commercial Representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
BELGIUM (Brussels)	G. F. HILLER, CMG, DSO Counsellor (Commercial)	May	May 1968
MALAYSIA (Kuala Lumpur)	J. M. CANDLISH Second Secretary (Commercial)	April/May	March 1968
NIGERIA (Lagos)	L. F. HOPE, OBE Counsellor (Commercial)	April/May	April 1969
IVORY COAST (Abidjan)	H. B. HERRING Second Secretary (Commercial)	May	February 1969

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate office for Northern Ireland, were listed at page 207 of the *Board of Trade Journal* of July 23, 1969). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

British Commercial Representatives Overseas

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* of January 14, 1970 should be amended as follows:

BELGIUM – *Amend* postal address to:
British Embassy, Britannia House, Rue Joseph II, 28, B-1040, BRUSSELS.

CANADA:
VANCOUVER – *Amend* telex number to 207-21 04-5481
WINNIPEG – *Amend* telex number to 207-21 03-5465
REGINA – *Amend* telex number to 207-21 031-2360
HALIFAX – *Amend* telex number to 207-21 014-422634
QUEBEC – *Amend* telex number to 207-21 01-1246
QUEBEC – *Amend* postal address to: British Regional Information Officer, British Government Office, 100 D/Youville Square, Quebec 4, Quebec.

GHANA – *Insert* Mr. L. Reid.

HONG KONG – *Amend* TELEX a/b to Uktrade HX3031.

JAMAICA – *Delete* Mr. J. Reid and *substitute* Mr. E. M. Smith, BEM

SWITZERLAND:
BASLE – *Delete* Mr. A. M. Feuhmann, OBE and *substitute* Mr. A. M. Fluhmann, OBE

TANZANIA – *Amend* telephone number to 29601

TRINIDAD AND TOBAGO – *Amend* telex number to POS 224 a/b Ukrep 224

VENEZUELA – *Amend* telephone numbers to 91 10 91 and 91 12 55

BRITISH TRADE CORRESPONDENTS:
ST. HELENA – *Amend* address to: Collector of Customs, c/o The Government Secretary, The Castle, Island of St. Helena, South Atlantic Ocean.

CBI Industrial Trends Survey

THE CONFEDERATION of British Industry announce that 1,235 replies were received to their 37th Industrial Trends Survey in the two weeks ending on February 4; each firm's reply has been weighted to take account of its size, industry and (for exports) its turnover. The firms taking part in the Survey employ about 2½ million people and provide some 50 per cent of the country's manufactured exports.

The results suggest that there is no marked change since October in the general degree of optimism about the business situation. Orders and output are on fairly buoyant trends, but replies to the questions on investment and on costs and prices are said to be disturbing.

The CBI states that for the first time since June 1967 the balance of respondents expect to authorize less investment in plant and machinery in the next twelve months than in the previous twelve months. This leads the CBI to suggest that the growth of investment may be expected to slacken by the end of 1970, and investment in 1970 as a whole may be lower than the Ministry of Technology's present forecast.

Although the number of firms currently working below capacity has risen from 46 to 50 per cent, the number expecting plant capacity to be a major factor limiting output in the next four months has risen from 21 to 24 per cent.

The balances of respondents both reporting and expecting increases in unit costs and selling prices are the largest recorded since the Surveys began in 1958. These increases, say the CBI, are already affecting our export prospects; the percentage of exporters saying that prices compared with those of overseas competitors are a most important factor limiting their ability to obtain export orders over the next four months (41) is markedly higher than in other Surveys since devaluation. However, this still compares well with the position before devaluation, when it was usual for more than half of exporters to name this factor.

New orders and output have been rising over the last four months, though the increases have been less than expected. In the next four months, somewhat larger increases are forecast. A small balance of respondents expect to increase the number of their employees.

Exporters are fairly optimistic. The increases in export orders and deliveries forecast in October seem to have been realized and similarly widspread increases are expected in the period to May. Export prices are increasing quite widely.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Aviation and Shipping

North West England Advisory Committee for Civil Aviation

MR. ROY MASON, President of the Board of Trade, has appointed the following as members of the North West England Advisory A. Harper and Mr. G. H. Sugden.
Committee for Civil Aviation until December 31, 1970; Dr. David

Notes:

Regional Advisory Committees for Civil Aviation have the statutory function of advising the Air Transport Licensing Board on air transport service licensing matters for 'A' or 'B' licensed flights (mainly scheduled services and inclusive holiday tour traffic) to or from their area. They also have a non-statutory function of considering and advising the Board of Trade on any other civil aviation matters within their area or which may affect their area. Members of these Committees are not appointed as representatives of any special interest, but are drawn from industry, commerce, local government and trade unions so as to provide a wide background knowledge of the Committee's area and its problems.

In the White Paper 'Civil Aviation Policy' (Cmnd. 4213), which was presented to Parliament in November 1969, the Government accepted the recommendations of the Edwards Committee on the Civil Air Transport Industry that the Advisory Committees should be discontinued and their functions transferred to the Regional Economic Planning Councils.

The Advisory Committees will, however, remain in being until new legislation setting up a Civil Aviation Authority can take effect and their work will not be any less important during this interim period.

Mr. Wedgwood Benn's statement on Concorde test routes

THE FOLLOWING is the text of a statement made by Mr. Anthony Wedgwood Benn, Minister of Technology, in the House of Commons on February 17:

'The bulk of Concorde's supersonic testing will take place over the sea. But for a small proportion of tests a route affecting some land areas is necessary for technical and safety reasons. In the light of discussions with the authorities concerned and after carefully weighing the various factors involved the Government has decided to authorize the use of a route along the west coast. Copies of two maps of the test routes, including that along the west coast, will be available to Members in the Vote Office.

'Flying along the west coast route will not start before the spring. Use of the route will be strictly limited to ensure that there is as little disturbance as possible to the public. If any claims for compensation for damage arise they should be addressed to the Concorde Division of my Department.

'In due course an Order in Council will be laid before the House extending the protection of Section 40 of the Civil Aviation Act 1949 to Crown civil aircraft including those engaged on the test flights and providing a statutory basis for compensation.

'This decision to allow a limited number of supersonic test flights overland does not prejudice in any way the issue of whether aircraft should be allowed to fly supersonically over this country in commercial service. This question is being kept under review and my Rt. Hon. Friend, the President of the Board of Trade will announce a decision in due course in the light of further information and research on the problem.'

Minimum noise routes for aircraft departing from Heathrow

THE BOARD OF TRADE have issued revised instructions for departure routes from Heathrow which come into effect on March 5.

The changes are mainly minor ones which are intended to make it easier for pilots to follow the existing minimum noise routes, thus reducing the amount of 'spread' from the routes' optimum track. Navigational tolerances make some 'spread' unavoidable but where it is possible to reduce this the noise situation is improved.

The only important change in the minimum noise routes themselves relates to aircraft departing from Heathrow on westerly take-offs which are heading for the south coast. The present route for such aircraft passes in the vicinity of Englefield Green, Egham and Virginia Water. The new route passes to the west of the present one over more open country and should cause significantly less aircraft noise disturbance overall.

The Board of Trade emphasise that the new route is introduced for a trial period and that the position will be kept under close review until all its advantages and possible disadvantages – including important air traffic control and safety considerations – can be adequately assessed.

The Fishing Vessels (Safety Provisions) Bill

THE FISHING VESSELS (Safety Provisions) Bill was introduced on February 18 and published on February 19. It provides for the regulation of the structural strength, structural fire protection, weathertight integrity and stability of fishing vessels. It also enables the Board of Trade to lay down requirements for the survey and certification of fishing vessels' construction, safety equipment and radio. It is an enabling Bill and detailed regulations will be worked out in consultation with the industry. The Bill provides powers relating to all kinds of fishing vessels, but different classes can be dealt with differently, and the Board of Trade will be primarily concerned in the first place to make safety rules for the deep sea vessels which were covered by the Holland-Martin Report.

Public concern about the large numbers of accidents affecting fishermen at sea on trawlers was brought to a head by a disastrous losses in quick succession of the three Hull trawlers, St. Romanus, Kingston Peridot and Ross Cleveland in early 1968. This led to the appointment on March 5, 1968 of the Holland-Martin Committee of Inquiry whose Report, published on July 23, 1969, the Government immediately accepted in principle.

There were altogether 83 wide-ranging recommendations in the Committee's Report. These advocated, amongst other things, the provision of a Government support ship on a permanent basis; regulations on the carriage and use of radio equipment at sea and on the design and construction of the vessels and of their equipment, together with an increased effort in the field of research; minimum rest periods for trawler crews; an extension of existing occupational health services for trawlermen and, in the interest of safety, extensive changes in arrangements for training crews and in relations between management and men.

Recommendations on manning and conditions of work are being dealt with separately in the Merchant Shipping Bill. It is proposed to introduce further new clauses to deal with radio installations and safe working practices.

For Shipping to and from Australia—contact the Specialists

Australian Forwarding Agency Ltd. 12 Norfolk St., London W.C.2
01-836 0498 Telex 27441
Our own offices throughout Australia & New Zealand

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

MONDAY, FEBRUARY 16

Training civil pilots

In answer to his request for an estimate of the future requirements of British civil airlines for trained pilots over the next five years Mr. Goronwy Roberts, Minister of State, Board of Trade, said the Board of Trade had made no survey of civil pilot employment since 1968 when it was agreed that the Civil Air Transport Industry Training Board would become the main centre for manpower planning and forecasting within the industry.

Mr. Roberts was asked to list for each of the past five years the number of *ab initio* students training for commercial pilots' licences who were supported in whole or in part by the Board of Trade at the following training schools, namely, the College of Air Training at Hamble, the Airwork Services Training at Perth, the Northern Air School at Carlisle and the Oxford Air Training School, giving the separate figures for each school and also indicating the percentage of students in each case who completed their course successfully.

Mr. Roberts gave the following information by year of intake. The figures in brackets show the percentage of successful completion: some courses started in 1968/69, and all those started in the present financial year, are still in progress:

Student Intake

School	1965/66	1966/67	1967/68	1968/69	1969/70
College of Air Training	89 (76%)	159 (77%)	185 (69%)	77	162
Airwork Services Training	24 (96%)	58 (93%)	72 (92%)	16	19
Northern Air School	—	—	8 (75%)	—	—
Oxford Air Training School	12 (100%)	60 (98%)	122 (88%)	72	21

Answering a similar question, tolist for each of the past five years the Board of Trade's contribution to the cost of the *ab initio* training of students for commercial pilots' licences at the establishments named Mr. Roberts said 'The contributions of the Board are listed below, including an estimate of the out-turn in 1969/70, but I am unable to say what percentages of the schools' income they represent. Payments are made to airlines and not the schools, except in the case of the College of Air Training where they corresponded to 23 per cent, 23 per cent, 25 per cent, 19 per cent and (an estimated) 19 per cent of net operating expense in the five related academic years:

Board of Trade Contribution

	1965/66	1966/67	1967/68	1968/69	1969/70 (estimated)
	£	£	£	£	£
College of Air Training	118,500	152,160	199,293	211,065	135,000
Airwork Services Training	1,771	31,953	48,766	58,745	34,000
Northern Air School	—	—	2,042	6,757	—
Oxford Air Training School	2,323	33,802	99,772	84,803	50,000

Woodley/Midhurst air route

Mr. Roberts was asked at what stage in his examination of the advantages of increased use of the Woodley/Midhurst route, he intended to consult the appropriate local authorities. Mr. Roberts answered 'I am not yet able to assess whether the circumstances and extent of any increased use of this existing route will make such consultations necessary'.

Special Aircraft Noise Survey

Mr. Roberts was asked if he would publish the Special Aircraft Noise Survey on Heathrow; if, as a result of this survey, he would increase the area eligible for home soundproofing grants; and if he would include Richmond and Barnes in the area. 'The data from this major sociological investigation is still being processed,' he answered. 'We intend to publish the results, and consider their implications for the noise insulating grants scheme, at the earliest practicable date.'

Vertical take-off and landing aircraft

Mr Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, replied to several questions on vertical take-off and landing aircraft. They concerned the toxic products of jet engines; the noise emitted by vertical lifting system; the market for this type of aircraft.

Answering questions on VTOL standards of performance, Mr. Carmichael said:

'Last year Hawker Siddeley Aviation Ltd., and Westland Helicopters Ltd., undertook studies of VTOL vehicles capable of certain standards of performance. The Ministry was now examining these studies in detail, including the problems of safety; maintenance and direct operating costs; range; and use of these vehicles on domestic routes.

Current studies, continued Mr. Carmichael, were aimed at establishing as accurately as possible the sales prospects, financial costs, and social costs and benefits of a VTOL system. No estimates were yet available.

In reply to further questions Mr. Carmichael said: 'Southampton University has been asked to study the views of United Kingdom business travellers on the types of inter-city transport most convenient to their needs; and to assess the possibility of siting VTOL airports in major cities in this country. Messrs. Brian Colquhoun and Partners, a firm of consulting civil engineers, are examining the feasibility and problems of VTOL sites in greater depth. My Rt. Hon. friend has asked Leeds University to investigate the factors that determine travellers' choice between rail and air services on five major United Kingdom inter-city routes.'

WEDNESDAY, FEBRUARY 18

Oil pollution of Scottish coast

Asked what had caused the oil pollution off the east coast of Scotland, Mr. Roberts said fishing vessels and service aircraft on training flights in the area had been alerted. Air searches by Shackleton aircraft had been carried out and inquiries had been sent to other countries bordering the North Sea, it had not been possible to discover the cause.

THURSDAY, FEBRUARY 19

National Air Traffic Control Service

Answering a request to arrange facilities for Members of both Houses of Parliament who wished to visit the National Air Traffic Control Service at Bournemouth, Mr. Roberts said arrangements were being made for a small party to visit the Air Traffic Control College and the Air Traffic Control Evaluation Unit at Hurn.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be address to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1*;* 13*A Castle St., Edinburgh* 2*; Brazennose St., Manchester* 2*;* 258 *Broad Street, Birmingham;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1*;* 7-11 *Linenhall St., Belfast* 1*; or through any bookseller.*

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, FEBRUARY 13

Midland, Northern and Scottish Insurance Company

Mr. Roy Mason, President of the Board of Trade, was asked if he was now satisfied that the reserves of the Midland, Northern and Scottish Insurance Company were adequate; and if he would lift his embargo on the issuing of new motor insurance policies by that company. 'I am not satisfied that the reserves are adequate. Represtations from the company on the matter are being considered,' replied the President.

MONDAY, FEBRUARY 16

Pinnock Finance

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked if she had yet received the report of the inquiry into the affairs of Pinnock Finance. She answered: 'The report of the inspector has taken longer to complete than was previously hoped but is now expected in about two months.'

National Exhibition Centre

The President was asked if the Board of Trade would consult with the Meriden Rural District Council and the Bickerhill Parish Council about the proposed National Exhibition Centre. He replied: 'I shall be pleased to receive any representations which the Meriden Rural District Council and the Bickerhill Parish Council may wish to make with regard to the National Exhibition Centre project. However, so far as planning issues are concerned it will at any rate in the first instance be for the local planning authority to consider such matters as the local councils wish to raise'.

MONDAY, FEBRUARY 16

Anglo-Japanese agreement on carbon fibres

Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, replying to a request for a statement on the Anglo/Japanese agreement on carbon fibres, said: 'The licensing agreement between NRDC and the Tokai Electrode Company has been entered into to strengthen the patent position of NRDC and its licensees in the United Kingdom and the United States and is strictly limited to patents covering carbon fibre manufacture; it does not therefore cover know-how or carbon fibre applications. The Tokai company have rights to manufacture and sell in Japan only; countries where NRDC has filed patents are excluded.'

Vehicle exports

Answering an inquiry on what further steps were proposed to assist vehicles' exports in view of the 11 per cent to 13 per cent proposed price increase for steel and the lowest level of home sales for cars since 1962, Dr. Davies said the full range of Government assistance to exporters was available to the vehicle manufacturers. Exports of cars had increased by 44.4 per cent and of commercial vehicles by 33.3 per cent over the last two years. No further assistance seems necessary at this stage.

Investment grants

Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Tecnology, was asked for the latest estimate of the cost of investment grants in the financial year 1970-71. 'The estimate is being prepared and will be presented to Parliament in the usual way,' he replied.

TUESDAY, FEBRUARY 17

Capital investment

Stating that capital investment in the British engineering industry was currently half that of Sweden, France, Japan and Germany, as stated in the Organization for Economic Co-operation and Development 1969 Report, a Member asked what action was proposed to improve the position. Mr. Alan Williams, Joint Parliamentary Secretary, Ministry of Technology, said statistics published in the OECD Report on the Engineering Industries suggested that investment per head in these industries was lower in the United Kingdom than in some of our competitors. The Government's economic and industrial policies were designed to stimulate as high a level of investment, particularly in the manufacturing sector, as could be supported by the balance of payments.

Investment grants

Asked if he would take steps to raise the minimum payment for an investment grant from £25 per item to £75 per item, Mr. Eric Varley, Minister of State, Ministry of Technology, said: 'I think my hon. Friend is referring to the general policy whereby investment grants are not paid on individual items of machinery or plant which cost less than £25. While this policy is kept under review my right hon. Friend does not at present contemplate raising the £25 minimum value limit.'

Banks Committee on Patent Reform

Answering a question on the report of the Banks Committee on Patent Reform, Mrs. Dunwoody said it was expected early in May 1970. 'I understand that some of the more technical points are taking longer to resolve than was thought last summer,' she added.

Banking companies (accounts)

Mrs. Dunwoody spoke during the debate on Banking companies (accounts) (*Hansard*, Cols. 359 and 370.

WEDNESDAY, FEBRUARY 18

Book prices

Mrs. Dunwoody, asked to refer the question of the increase in book prices to the National Board for Prices and Incomes, said: 'We do not consider a reference is called for at present but will continue to keep a careful watch on the situation.'

Regional officers of the Board of Trade

'My Regional Officers provide exporters with a convenient point of contact for the full range of export services offered by my Department,' said the President, asked for a statement on the assistance to be given by his regional officers to exporters. 'A major part of their work is gradually to build up close personal relationships with individual exporters so as to ensure that they have full access to our services.'

Aldrin and dieldrin

Mrs. Dunwoody was asked what quantities of aldrin and dieldrin were being exported from the United Kingdom, and replied: 'None Sir; these products are not manufactured in this country. Exports of preparations containing them are not separately distinguished in the trade statistics.'

Trade fair in Buenos Aires

Answering questions on the British Trade Fair in Buenos Aires, Mrs. Dunwoody said: 'The Board of Trade's contribution to the British Industrial Exhibition in Buenos Aires in November 1970 will be about £160,000. So far 88 British companies, some of them comprising several firms, have booked over 69,000 sq. ft. of exhibition space. This is an important event, which my right hon. Friend intends to visit.'

Dollar Land Holdings Ltd.

Replying to one of several questions on Dollar Land Holdings Ltd., Mrs. Dunwoody said in the last two months letters of complaint had been received from or on behalf of five shareholders of Dollar Land Holdings Ltd. In general, they were informed that on the information available there appeared to be no justification for the appointment by the Board of Trade of an inspector under Section 165(b) of the Companies Act 1948 to investigate the affairs of the company.

Answering a further question, she said an application on the grounds of delay in the certification of the accounts of a subsidiary company was received on December 8, 1969. It was refused.

Mrs. Dunwoody was asked why, in view of the fact that the President had been notified that Dollar Land Holdings were contravening the Companies Act in that a man who was not qualified to be a director declared himself chairman of the company and issued a statement that he had signed a balance sheet knowing there was a £1 million deficit, he did not take action to enforce the Companies Act, and if the President was aware that the Dollar Land Holdings Company had for months contravened the Companies Act, in that they had no directors, no accounts had been published, meetings had been illegally called and held, persons purporting to be directors have issued false balance sheets; and whether he would ensure that these matters were taken into account in his consideration of the request for a formal investigation. 'These and other relevant matters are being taken into account by the Board in considering whether to appoint inspectors to investigate the affairs of the company,' said Mrs. Dunwoody.

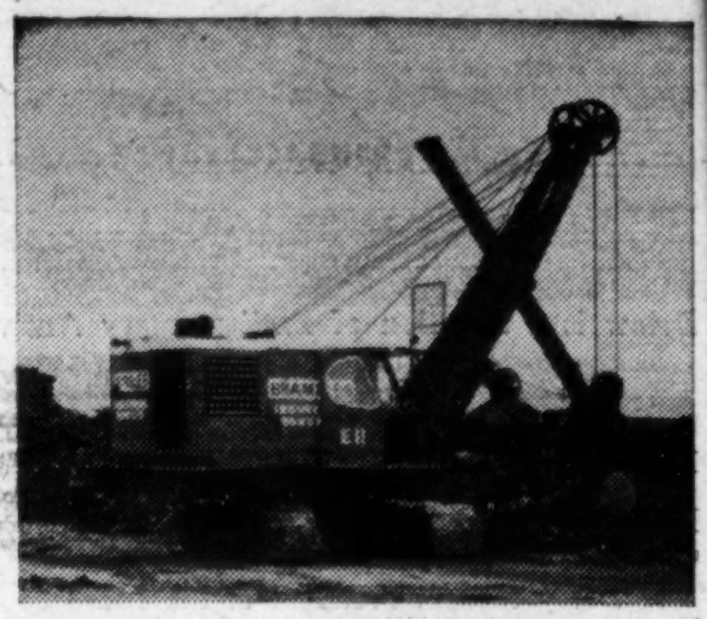
Commonwealth preference

A Member asked what calculations had been made by the Board of Trade about the effect on United Kingdom trade with the Commonwealth of abandoning Commonwealth Preference in exchange for a generalised system of non-reciprocal preferences now being discussed by the Organization for Economic Co-operation and Development and the United Nations Conference on Trade and Development. Mrs. Dunwoody said: 'The abandonment of Commonwealth preference is not in question. We expect Commonwealth countries to be compensated in other markets for the extent to which they are called upon to share their present preferential advantages in the British market'.

New Books

In the *Board of Trade Journal* for December 17, 1969 (page 1647) reference was made to a research project undertaken by the International Bank for Reconstruction and Development on the experience of developing countries in the establishment of capital goods industries – the occasion being the publication of the first of three case studies forming part of this project, Jack Baranson's *Automotive Industries in Developing Countries*. **Manufacture of Heavy Electrical Equipment in Developing Countries,** by Ayhan Çilingiroglu (122 pages. Johns Hopkins Press Ltd. 29s.), the second of these case studies, has now appeared as *World Bank Staff Occasional Papers Number Nine*. For the purpose of the study the heavy electrical industry is defined as the manufacture of equipment for power generation, transmission and for some industrial purposes. It does not cover communication equipment, consumer durables of any kind, electric locomotives or cables. It is an industry in which there is heavy concentration in the international market (about 20 firms cover 90 per cent of the world trade), and all manufacturers in developing countries are linked with international manufacturers – either through capital participation or licensing agreements, or both. Three chapters, therefore, are devoted to reviewing the general features of the industry, the international structure of its production and trade, and the growth of the industry in some individual developing countries (Spain, Brazil, Argentina, Mexico, India and Pakistan). The following three chapters discuss factors affecting its competitiveness – world market prices, factor costs and production efficiency in the developing countries, and factors which may affect comparative costs over time. The final chapter provides a summary of the study and its findings.

Basic Industrial Resources of the USSR, by Theodore Shabad. (393 pages. Columbia University Press. £9) Despite an increasing emphasis on the production of consumer goods, basic heavy industry continues to be the mainstay of the Soviet Union's economic growth. An expansion of heavy industry, in turn, must be supported by development of the nation's resource base, particularly fuel and energy resources, metals, and other materials for the chemical industry. Soviet progress in opening up these resources, especially since the end of World War II and through the 1950s and the 1960s, is the subject of this book. It is thus designed to bring up to date some of the aspects covered in the author's *Geography of the USSR, a Regional Survey*, published in 1951. The book is arranged in two parts. Part 1 briefly discusses the general production trends and locational patterns of each resource sector, with emphasis on changes over the last two decades. Part 2 is a regional survey of specific mining centres and related resource complexes by major regions, with information on the start of operations, output, and development problems. Due to the availability of statistics by republics, the Soviet Union has been broken down arbitrarily in the regional discussion into 15 constituent republics, with the Russian Soviet Federated Socialist Republic, the nation's largest, further divided into eight regions: four in European Russia: the North, the Centre, the South (Northern Caucasus), and the Volga region; the Urals; and three in Siberia – West Siberia, East Siberia and the Soviet Far East. Throughout the book, the actual development of resources is emphasized. The date that the operation of specific mines, power plants and primary processing industries began is given whenever possible, and information on capacity of production or actual output is given when such data are obtainable from Soviet sources. Potential resources are mentioned only if they are in the process of being developed or figure in early plans for development. Most of the statistical tables found in this publication have been compiled from a wide range of Soviet publications in an attempt to present consistent time series. Some statistical data appeared directly in Soviet sources, others were computed from indirect indications such as percentages and other mathematical relationships given in Soviet publications. A select bibliography is also included in this book.



Ruston-Bucyrus Limited is to supply a £55,000 drop-ball magnet crane for pig iron handling at the Kwinana Works, near Perth, Western Australia, of Australian Iron Steel Pty. Limited, a subsidiary of Broken Hill Pty. Co. Limited. The new crane, a 61-RB heavy-duty, will join five smaller Ruston-Bucyrus machines recently supplied to Brambles Industrial Services. Photograph shows a 38-RB magnet shovel loading broken slag at Kwinana.

SIMA Metrication Guide. (63 leaves. Scientific Instrument Manufacturers' Association of Great Britain, SIMA House, 20 Peel Street, London W8. £2 10s.) The *Guide* was compiled for SIMA members but because of the general interest throughout British industry in the complex issues involved it has been made generally available. There are five major sections: 1, Introduction to metric working; 2, Drawing office practice; 3, Reference material, i.e. conversion, units, sizes, finishes, calculations, fasteners; 4, Managerial commercial and clerical information; 5 Training and education. The loose-leaf format allows relevant sheets to be extracted for distribution to individual departments within a company, and leaves have been printed on one side only to facilitate display. The information contained in the guide will be of use to all those whose work calls upon them to use SI metric units, especially those concerned with the industrial reorganization involved in metric change and the corresponding training commitment. The **Mechanical Handling Engineers' Association Report on Metrication, No. 2,** by H. G. Harwood. (49 leaves. Mechanical Handling Engineers' Association, Glen House, Stag Place, London SW1. 20s.) has also been made generally available, and it supplements and updates the information in their first report. This report reviews progress towards metrication, from the formation of the Metrication Board and its terms of reference to the programmes that various industries have set themselves.

Business Relocation: a Guide to Moving a Business, by V. G. Haines. (170 pages. Business

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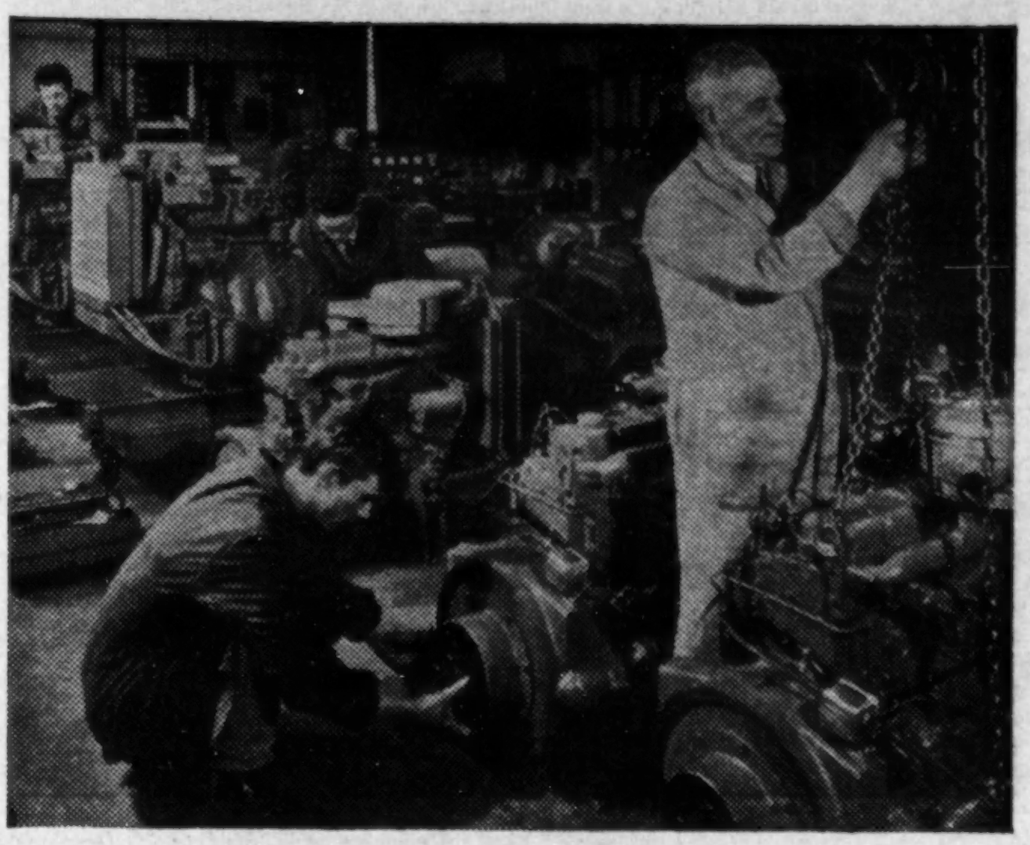
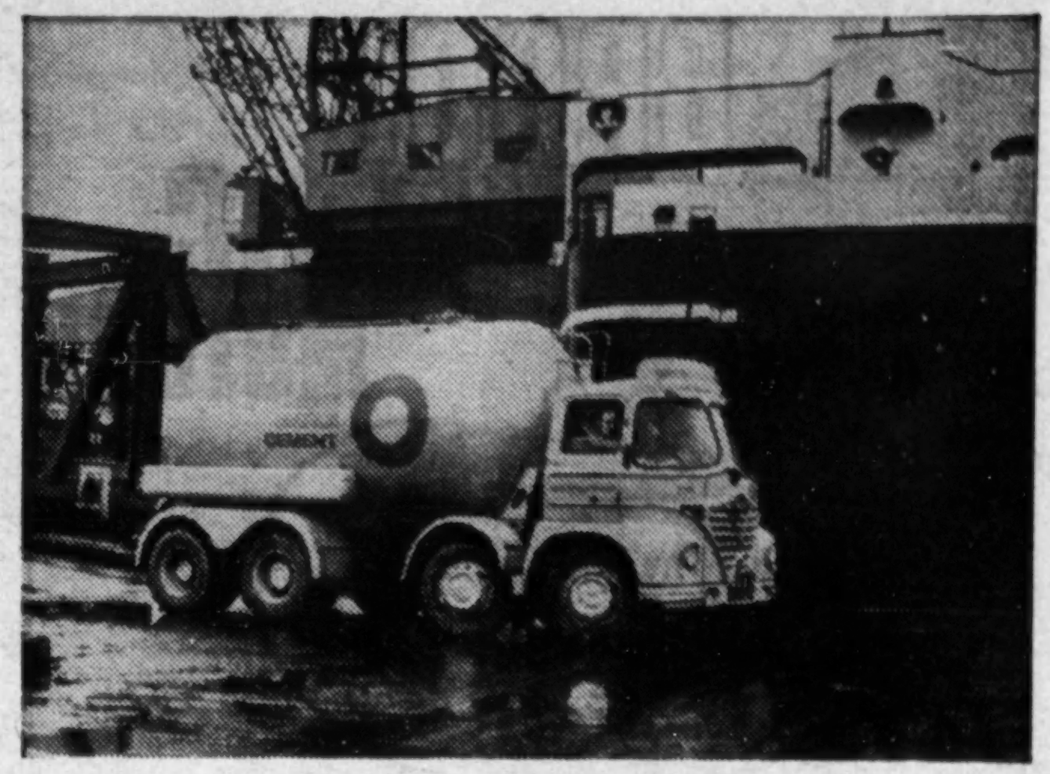


Part of a consignment of 10 generating sets for the Ministry of Oil, Baghdad, being assembled at the Loughborough Works of MIE Power, a member of the Morrison Group. At the end of the line are two from a batch of motor driven irrigation pump units destined for the Ethiopian Government. MIE Power exports 95 per cent of its production and has an order book for standby-generating sets and other units for most countries of the world.



For the first time, Blue Circle Group bulk cement tankers are running on continental roads. To meet an export order for a special cement manufactured at the Group's Swanscombe, Kent, works, bulk vehicles carrying 15 tons of cement are being shipped on the Felixstowe-Europoort roll-on/roll-off service operated by the Transport Ferry Service between Felixstowe and Rotterdam. Here, a Blue Circle 24-ton GVW 15-ton payload Foden bulk tanker is about to drive on to the ferry.

Books. £2 15s.) The purpose of this book is to examine some of the problems that occur when a business proposes to move all or part of its activities to a new location. For most firms, the question of moving seldom arises. As long as there is no great change in the internal or external circumstances of the firm, it is rare for the question to be posed whether another location would be more profitable. Nevertheless relocation has become an increasingly common feature of the industrial scene in recent years. The impetus towards this movement has generally been growth, although urban redevelopment, the creation of new towns and overspill areas and Government policies in connection with the redistribution of industry to development areas have also been important factors. Whatever the motivation for relocation, the decision to move and the success or otherwise of its implementation can have a significant effect both on the short- and long-term prosperity of the business. *Business Relocation* describes the actual experience of a wide range of businesses both in Britain and the United States – which have transferred all or part of their activities to a new location, as well as providing a full survey of the 'theory' of the subject. It is a comprehensive manual which provides practical help on every aspect of moving a business, and lists all the organizations in the United Kingdom which will offer advice and actual assistance to any company considering a move from a crowded conurbation.

Fringe Benefits for Executives. *Information Summary 145.* (28 pages. British Institute of Management, Management House, Parker Street, London WC2. Free, available to collective subscribers only). The object of this survey is to present a concise overall picture of the major fringe benefits currently offered by a cross-section of companies to their managerial staff and so enable companies to examine their own policies in the light of the findings of this survey. The summary covers 230 companies in 21 industries and they were divided into three categories: 92 small – up to 2,000 employees; 69 medium – 2,000-8,000 employees; 69 large – over 8,000 employees. For the purpose of the survey, the executives were grouped in zones: zone 1 – chief executives, managing directors and board members; zone 2 – heads of major functions at a policy-forming level, but including senior managers responsible for the day-to-day running of the major functions; zone 3 – middle managers, first and second line management. Benefits covered include holidays, sick pay, medical insurance, housing assistance, moving expenses, company cars, car allowances, bonuses, 'top-hat' pensions, death in service benefits, meals and other allowances, such as payment of subscriptions and fees. The findings are analysed in 21 tables – with additional comments. The appendices contain a list of organizations, which have participated in the survey.

Organisation of Management Development Programmes, by D. S. Markwell and T. J. Roberts. (182 pages. Gower Press. £3 15s.) Practical guidelines are needed by companies installing or modifying their own management development schemes. In this book the authors get away from academic discussion to provide an experience-based study of management development in action. In part 1 Don Markwell establishes the framework for designing and organizing management development programmes. In part 2 Tom Roberts analyses management development practice at six well-known companies, and illustrates his analysis by referring to the actual documents in use. Don Markwell is the Management Education and Training Adviser of Unilever Limited in the United Kingdom. Tom Roberts is the Director of Education and Training with the International Publishing Corporation.

Motivation and Management Development, by Robert E. Tannehill. (207 pages. Butterworths. £2 10s.) 'This book is designed to help managers and potential managers get the best from their staff. The author believes that the management development of the future must be based on the idea of teaching and leading the staff in an environment conducive to learning rather than moulding them through coercion and fear. The real power of management would then rest on collaboration and reason, not on force of any kind.'—Preface.

Other publications

DUAL-ROLE CRAFTSMEN. *Booklet No. SPI.* 13 pages. Engineering Industry Training Board, Publications Department, PO Box 148, 41 Clarendon Road, Watford. 3s.

THE MANAGEMENT OF THE BRITISH ECONOMY 1945-60, by J. C. R. Dow. *NIESR Student's Edition* 3. (This was first published in 1964, and reprinted in 1965. It is a reprint designed to meet the needs of students in Britain and overseas. It contains a few minor corrections.) (464 pages. Cambridge University Press. 22s.)

SOCIAL SECURITY IN INTERNATIONAL PERSPECTIVE: ESSAYS IN HONOUR OF EVELINE M. BURNS, edited by Shirley Jenkins. 255 pages. Columbia University Press. £4 1s.

THE WORLD OF LEARNING 1969-70. 20th edition. 1843 pages. Europa Publications. £9 10s.

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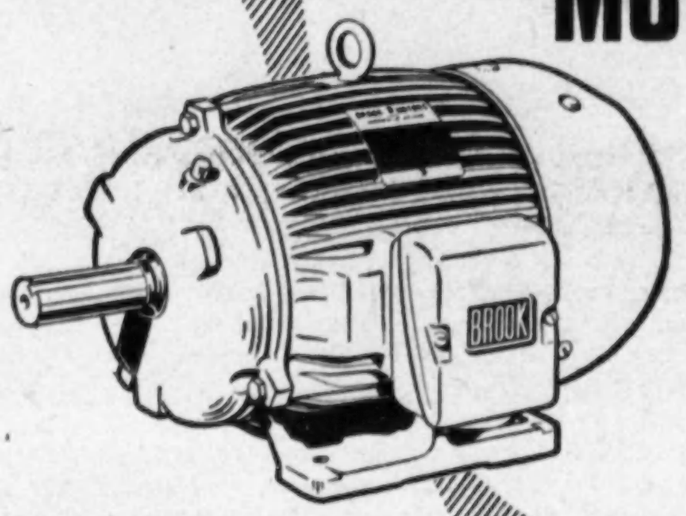

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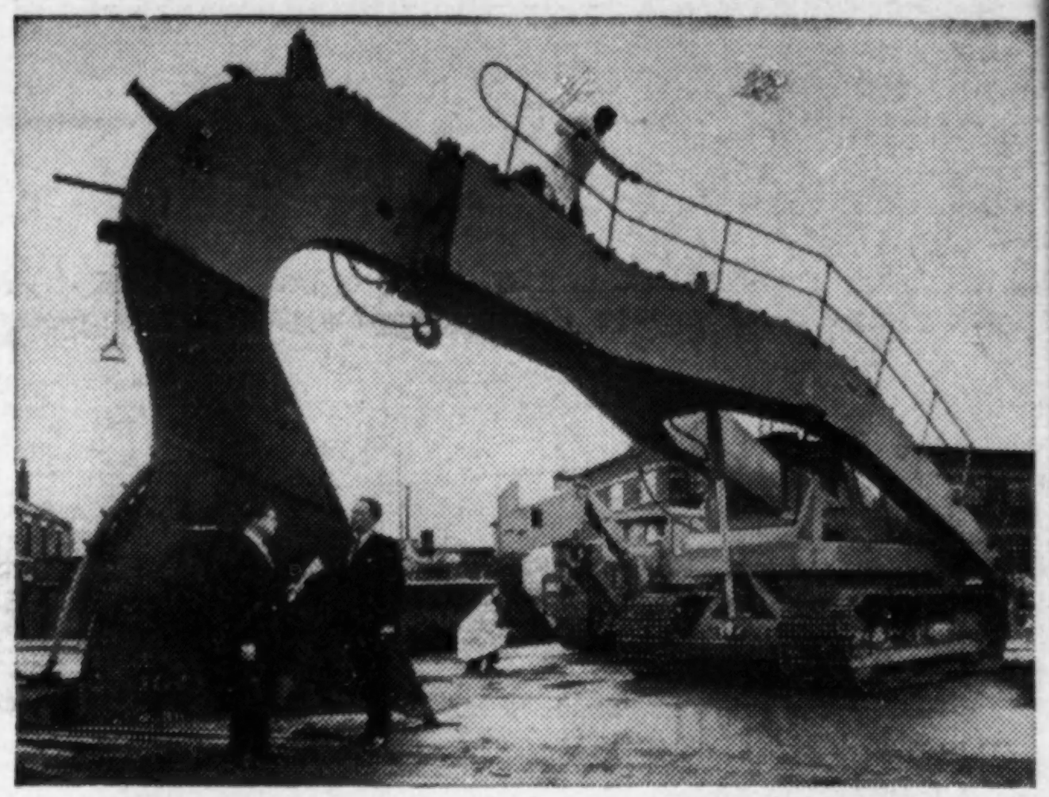

Mr. Paul Harvey (right), managing director of Hudswell Badger, and Mr. K. G. Mabb, works director, with one of a range of trenchless pipelayers and associated equipment the company is exporting to America, Canada, France and Germany under a series of international agreements. Hudswell Badger recently announced a £8½ million agreement with the Certain-teed Products Corporation of Pennsylvania for the export of pipelayers, bringing the total value of export sales to well over £12 million. The machine shown is a Badger Major pipelayer destined for Canada; in the background is a Badger Minor pipelayer for Germany and (to the left of this) a Tugmaster winching unit for France.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

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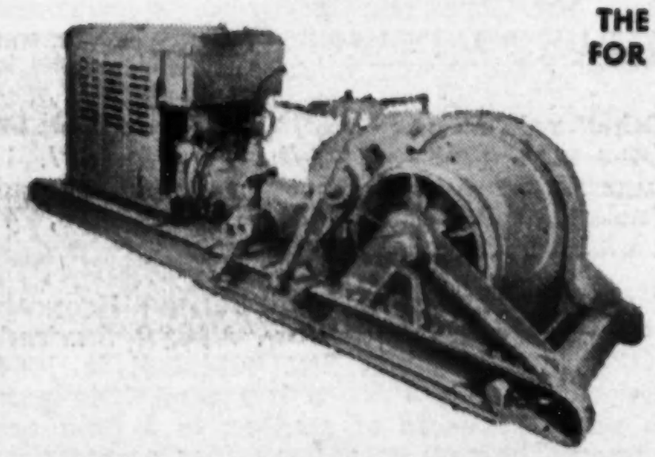

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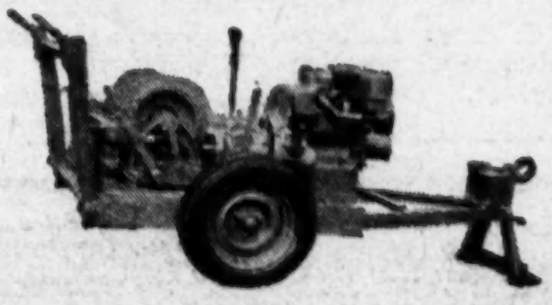

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
March 3-4	Vehicles, miscellaneous stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena House,' 13 Market Place, Burton-on-Trent. (Tel. 4657)

Earth moving and crane equipment; conversion sets and spares; trailers and trailer mounted welders and workshops; aircraft ground equipment and components including trolleys; vehicles spares including large quantity of Ford soares; 8-20 gall. electrically heated water urns; steel canisters; miscellaneous electrical and electronic components including electronic valves; fork lift trucks; machine tools including centre and capstan lathes; milling, shaping, bending, drilling, tapping and lapping machines; woodworking machinery; power hacksaw; forges; hand tools; cylindrical and tool grinding machines, etc.; electric motors; wooden boxes; CLOTHING: vests; drawers; greatcoats; tunics; trousers; blue berets; fleece lining for raincoats; FURNITURE: household and office chairs; sideboards; cabinets; dining tables and chairs; easy chairs; chests of drawers; writing bureaux; TEXTILES: various coloured cloth; carpets and mats; manila and sisal rope, etc.; large quantities of miscellaneous general stores.

March 12	Vehicles, miscellaneous stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292)

Land Rovers; Bedford Utilabrakes; Neals mobile crane; Austin K2 vans; Bedford fire tenders; Morris equipment van; Ford 'Snogo' rotary plough; Mack trucks with Atkinson grit spreader; electrical equipment including, resistance units; transformers; amplifiers; rectifiers, etc.; aircraft equipment; rack assemblies; radio receivers; various paints; electronic valves; sirens and autowailers; haversacks; canvas packs; battledress trousers and blouses; jackets; greatcoats; sewing machines; heavy duty sanders; electric motors; valve grinders; bench grinder; presses; and large quantities of miscellaneous stores.

March 17-20	Road making equipment, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272)

Excavators including an Allen 12/21 Trench Excavator with Gardner 4-cyl Diesel driven engine; angledozers; Caterpillar tractors; hydraulic tippers; dumpers; tankers; refueller trailers; cranes; workshop vans; coaches; ambulances; utility vans; Land Rovers; saloon and estate cars, etc.

March 24-25	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101)

Plant and equipment; concrete mixers; portable lifting gantry (1,200 lbs.); gas and electric furnaces; hydraulic trolley jacks; punch card equipment; wooden packing cases; fire extingiushers; 1,500 asbestos cement ceiling panels; Land Rover and other vehicles spares; steel helmets; radio equipment; scrap metal; MACHINE TOOLS: centre lathes; engraver; welding sets; coil winder; degreasing plant; grinders; valve refacers; milling machines; hacksaws; woodworking lathes; 50-ton hydraulic press; guillotines; bending, rolling and folding machines; electric hand drills and sanders, etc.; CLOTHING: jerseys; raincoats; gloves; overalls; ties; trousers; smocks; greatcoats; berets; blouses; boots and shoes; TEXTILES: webbing pieces; old canvas, webbing, leather, rags, rubber, etc.; blankets; curtains; towels; stair carpetting; FURNITURE: settees; sideboards; dressing tables and chests; bedside tables and chairs; dining tables; large quantities of miscellaneous general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only)

SALE OF GOVERNMENT BUILDINGS

Ex-Government buildings and equipment at RAF Shinfield Park, Reading, RAF White Waltham, Berkshire and Brock Barracks, Reading are to be sold by auction at Shinfield Park on March 3. Auctioneers are Dunster and Morton, 34 King's Road, Reading, from whom catalogues are available.

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
March 3	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Symbols used in all statistical tables are:—
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r revised
* five week period
ø fifty-three week period

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1969		123 p				103									37
1967															
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	140	138	111	102	131	121	128	138	136	117	103 r	–11	13
2nd quarter	115	124	139	141	112	104	133	135	136	131	130	52	32	– 8	– 3
3rd quarter	117	122	141	143	113	103	137	142	142	133	132	–19	–24 r	–14	– 1
4th quarter		123 p				103									28
1969															
August		123				105									
September		122				103									
October		121 p				103									
November		124 p				104									
December		124 p				103									

	Orders		Prices and Costs				Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan 1962		1963	1963	31 Jan. 1965				1963	1963	series in
£m. in base year								Series in thousands			4,983	4,211	£ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,566	114	105	–381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,785	115	112	– 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,476	129	120 r	–283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	159 r	147	–265
1969	118 p	125 p	131·8	*5·4*	125·0 p	115·9 p	197·4	538	200		167	168 r	
1967													
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	138 r	109	–255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	158 r	143 r	– 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	158 r	139	–101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	108	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	160 r	156 r	– 66
1969													
1st quarter	111	134 r	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	163	155	26
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·6	527	195		169	164 r	65
3rd quarter	116	131 p	132·0	*5·0*	126·1	116·5	197·8	581	192		168 r	175 r	141
4th quarter	118 p	125 p	133·7	*5·1*	127·3 p	117·9 p	201·5	545	207		169	178 r	
1969													
August	115	132 p	131·8	*4·9*	127·0	116·4	197·5	585	192		166	182 r	
September	116	131 p	132·2	*5·1*	126·4	117·0	198·8	580	199		166	178 r	
October	116 p	129 p	133·2	*5·4*	125·5	117·5	199·0	555	202		171 r	178 r	
November	117 p	124 p	133·5	*5·4*	127·5	117·9	200·7	536	206		168	179 r	
December	118 p	125 p	134·4	*4·7*	128·4 p	118·4 p	204·8	545	214		170 r	177 r	
1970													
January					128·5 p	118·8 p	206·0	530	206		166 p	182 p	
February								512 p	202 p				

† Not seasonally adjusted. ‡ Including re-exports.

General assessment of the economic situation

(From the article on the economic situation to be published in *Economic Trends*, February 1970. Note: Unless otherwise stated,, this report is based on seasonally adjusted data).

EXPORTS ARE LIKELY to remain an expansionary force in the economy during 1970, though to a lesser extent than during 1969. The rapid growth in the volume of exports during 1969 was associated with a strong expansion of world trade. This year the rate of expansion of world trade in manufactures is likely to slacken significantly, principally as a consequence of the slowing-down in the United States economy. United States gross national product in real terms is estimated to have shown a slight fall in the final quarter of 1969; and the President's Council of Economic Advisers, in their recent annual report, suggest that 'by mid-1970 the economy, after three quarters of very little increase of real output, would be producing significantly below its potential.' The Report goes on, however, to look forward to a moderately more rapid rise of money demand in the second half of 1970, 'bringing about an increase of real output.'

With United States prices still rising, the implications for United States imports of a period of slow growth of demand are likely to be less pronounced than in the past. Moreover, while the slowdown in the United States economy this year seems likely to coincide with a slower pace of expansion in the EEC countries – if only because most of these countries have now virtually exhausted their reserves of spare capacity – demand in the EFTA countries and in Japan is likely to remain strong and the improved reserve position of the primary producers should allow a substantial growth in their imports. These prospects give grounds for expecting a further increase in United Kingdom exports this year.

Recent trade figures confirm that the trend of exports is still upwards. In the three months November-January exports (f.o.b., including re-exports) were by value some 2 per cent† higher than in the immediately preceding three months August-October. Imports have increased in recent months, mainly because of higher commodity prices with the volume of arrivals showing little change; the value of imports (c.i.f., excluding United States military aircraft) was also about 2 per cent higher in value than in August-October. The visible trade balance has remained in surplus – to the extent of £39 million in January, £22 million a month in November-January, and £18 million in August-October† (imports of United States military aircraft are excluded throughout) – and, with the surplus on invisible account estimated to have been running recently at around £40 million a month, the current account of the balance of payments has continued in substantial surplus.

The results of the latest official inquiry into investment intentions, conducted in November-December when corporation tax payments at the new rate and the intensification of liquidity pressures in the revenue quarter were imminent, suggested the maintenance of the upward trend in manufacturing investment established towards the end of 1968. After allowing for the distortions induced by the bringing forward of investment from 1969 to 1968, the inquiry may be interpreted as indicating a continuing strong increase in the volume of manufacturing investment in 1970 as compared with 1969. Forecasts of capital expenditure by the distributive and service industries suggested that the volume of investment in 1970 may rise a little above the level of 1969. The evidence of the intentions inquiry is supported by the strength of the order book position in the engineering industries.

It is still too early to form a precise view of the development of the domestic economy in the second half of 1969, though it has been clear for some time that there was a recovery in output from the check at the beginning of the year. Among the components of demand, exports were the main expansionary force between the first and second halves of 1969, with an increase of around 7 per cent‡ in the volume of goods exported, while consumers' expenditure probably rose by about 1 per cent. Though the overall increase in fixed investment (public and private) may have been modest, there was a strong upward trend in manufacturing investment in the third quarter, and this probably continued into the fourth quarter (home engineering deliveries were at a high level in November). Investment in stocks in the second half of 1969 was probably lower than in the first half of the year, even though there may have been a recovery in stockbuilding in the final quarter after the fall in the preceding quarter. The slight weakening in the labour market since November is broadly consistent with the movement of output over the year as a whole.

The preliminary estimate of consumers' expenditure in the fourth quarter of 1969 points to a continuation of the upward movement evident between the second and third quarters. The volume of retail sales was a little higher in the fourth quarter though new car registrations fell back. New instalment credit extended by finance houses was 8 per cent higher than in the third quarter and instalment credit sales by durable goods shops rose by 3 per cent.

Further analysis of the recent behaviour of consumers' expenditure and disposable incomes is now possible. Although wages and salaries increased by 7½ per cent in the year up to the third quarter of 1969, other sources of income rose less strongly. After tax, total personal disposable income was 5 per cent higher than in the third quarter of 1968, but, with rising consumer prices, real disposable income was little different from a year earlier. Despite the stability of real personal disposable income and some repayment of debt, consumers' expenditure (at constant prices) rose by about 1 per cent in the year up to the third quarter of 1969.

Provisional figures suggest that the money supply rose moderately in the final quarter of 1969. The substantial inflow of foreign funds which occurred during the quarter might have been expected to lead to a larger rise in money supply. but its effects were largely offset by the effects of the large sales of government debt made by the authorities to the non-bank private sector and the reduction in clearing bank advances in November and December.

In the banking month of January, advances by the London Clearing banks (other than to the nationalized industries) rose somewhat, with restricted lending showing the first rise since August. Pressures on liquidity now being experienced by the company sector may have been reflected in this increase in lending, pressures which are likely to remain severe throughout the remainder of the revenue quarter.

†All these figures are after allowing for special influences affecting the recording of exports. The net effect of these influences was negligible in the November-January period.
‡After allowing for the special influences affecting recording.

'Statistical News' for February

THE FEBRUARY issue of *Statistical News* (HMSO, 6s.) contains five main articles including an account of the new quarterly industrial inquiries which will provide business management with regular sales figures for some 5,000 product groups; and a description of the new-style DEP earnings survey, which has been designed to obtain the maximum information with the minimum possible burden of form-filling.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Cars and Commercial Vehicles for December 1969
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General Printing and Publishing for Second Quarter 1969
Soap and Synthetic Detergents for Fourth Quarter 1969
Safety Razor Sets and Blades for Fourth Quarter 1969
Linen for Fourth Quarter 1969

A complete list of titles in the production Series was last published in the *Board of Trade Journal* on February 18, on the back page.

United Kingdom trade in January

SUMMARY

THE VISIBLE TRADE BALANCE in January, seasonally adjusted and excluding United States military aircraft, was in surplus by £39 milliom. In the three months November-January the average surplus was £22 million a month, compared with £18 million a month in the period August-October.†

†These figures are after allowing for special influences affecting the recording of exports (see Not (d)).

Table 1A. United Kingdom Trade ‡

Seasonally adjusted values — £ million per month

	Exports f.o.b.§	Imports c.i.f.		Visible trade balance†§
		Total	Excl. US military aircraft, etc	
1968	536	658	646	- 56
1969	611	694	678	- 11 p
1968 1st quarter	521	648	641	- 57
2nd quarter	506	642	634	- 74
3rd quarter	551	667	654	- 48
4th quarter	567	676	655	- 42
1969 1st quarter	565	677	660	- 43
2nd quarter	596	700	678	- 30
3rd quarter	637	696	680	+14
4th quarter	648	701	693	+13
August	661	689	671	+44
September	648	690	683	+30
October	646	702	689	+13 p
November	652	697	689	+20 p
December	645	705	702	+6 p
1970 January p	661	691	689	+39 p
1969 August-October	652	694	681	+29
November 1970January p	653	697	693	+22 p

† Excluding transactions relating to US military aircraft financed by Exim bank credit. (See note (b)).
§ For figures after allowing for special influences affecting the recording of exports see Note (d).
‡ See Notes (e) and (f).

TABLE 1B. Three monthly averages †

Seasonally adjusted values — £ million per month

1969 February	561	670	652	- 40
March	565	677	660	- 43
April	561	684	668	- 58
May	577	687	668	- 40
June	596	700	678	- 30
July	607	706	682	- 22
August	629	705	686	- 3
September	637	696	680	+14
October	652	694	681	+29
November	649	696	687	+21
December	648	701	693	+13
1970 January	653	697	693	+22

† Average of month shown and two preceding months. (See Note (c)).

Exports and imports

Exports (now inclusive of re-exports, which are no longer separately distinguished‡) were £661 million f.o.b., seasonally adjusted, in January; special factors affecting recording continue to be negligible. Imports in January were £689 million c.i.f., seasonally adjusted and excluding United States military aircraft.

In the three months November-January, exports averaged £653 million a month, compared with £641 million in August-October†, an increase of about 2 per cent between the two periods. Imports averaged £693 million a month in November-January, also about 2 per cent higher than in the preceding three months.

Invisibles

The surplus on invisibles is estimated by the Central Statistical Office to have been running recently at about £40 million a month.

Brief assessment

The recent figures show that the trend of exports is still upward. Imports have also increased in recent months, due mainly to higher commodity prices; the volume of imports has shown little change. The visible trade balance remains in surplus and the current account of the balance of payments in substantial surplus.

EXPORTS

Exports (including re-exports, which are no longer separately distinguished – see Note (e)) were £661 million, seasonally adjusted, in January. No allowance is needed in January for special factors affecting the recording of exports (see Note (d)).

Revised values for exported parcels have been used in compiling

‡See Note (e).

Table 1C. †

Recorded values — £ million per month

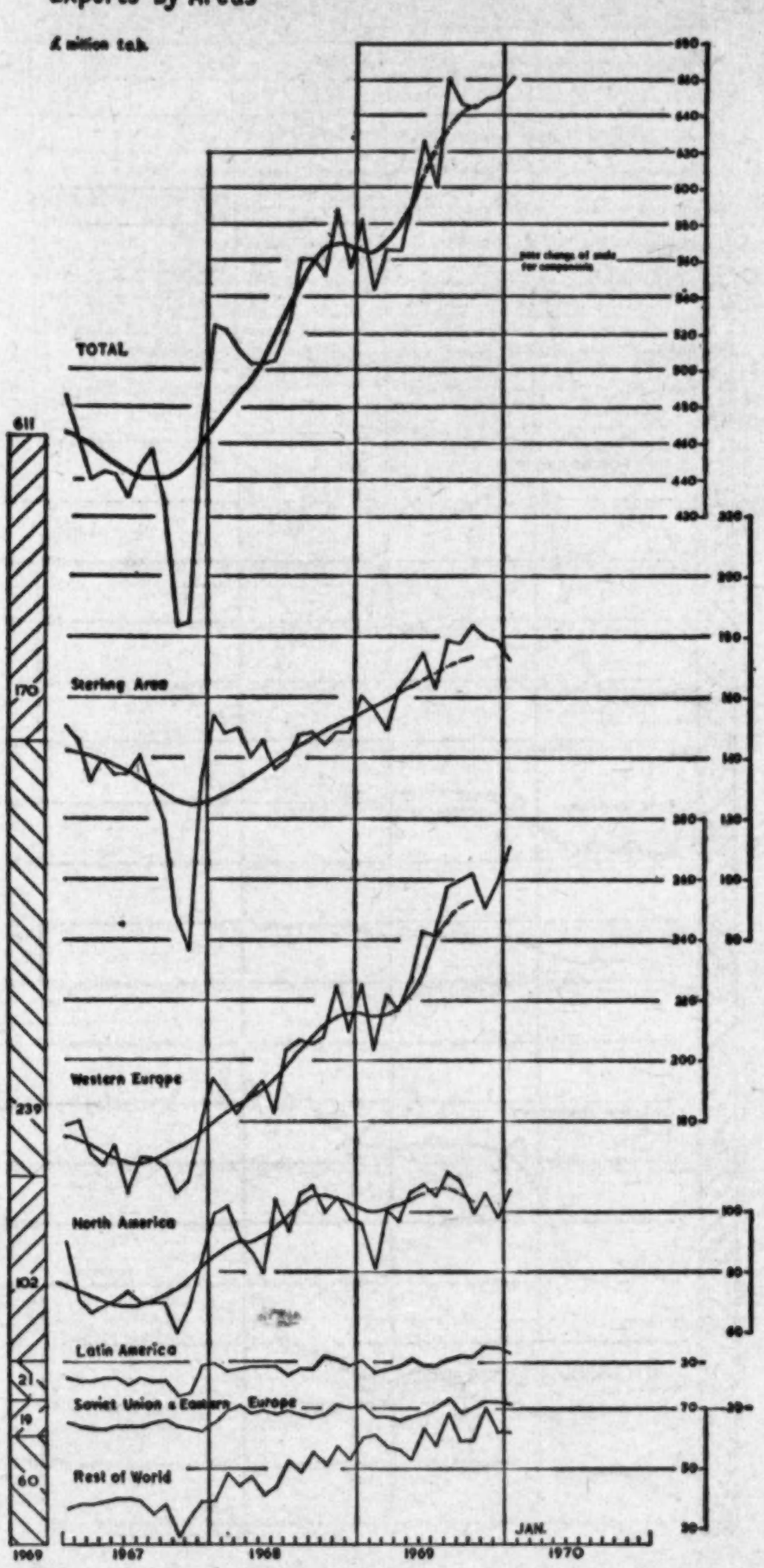
	Exports f.o.b.	Imports c.i.f.	
		Total	Excl. US military aircraft, etc.
1968 1st quarter	522·3	665·1	658·6
2nd quarter	522·3	646·1	637·6
3rd quarter	524·3	649·3	636·9
4th quarter	575·7	672·0	650·8
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·3	703·4	695·7
November	693·5	665·0	657·3
December	658·9	708·8	705·6
1970 January p	636·6	739·9	738·6

† See Notes (e) and (f)

Table 2. Exports: Areas *(See chart on next page)*

Seasonally adjusted values — £ million f.o.b. per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1969	611	170	239	127	90	102	21	19	60
1st quarter	565	158	217	116	82	93	19	19	59
2nd quarter	596	169	229	121	87	104	20	17	57
3rd quarter	637	173	253	133	95	109	20	20	61
4th quarter	648	181	257	138	96	102	24	21	64
November	652	180	251	136	96	106	25	22	70
December	645	179	259	143	95	98	25	22	62
1970 January p	661	173	271	144	104	107	23	21	62
1969 Aug.-Oct.	652	180	260	136	97	108	21	20	61
Nov. 1970 Jan. p	653	177	260	141	98	104	24	22	64



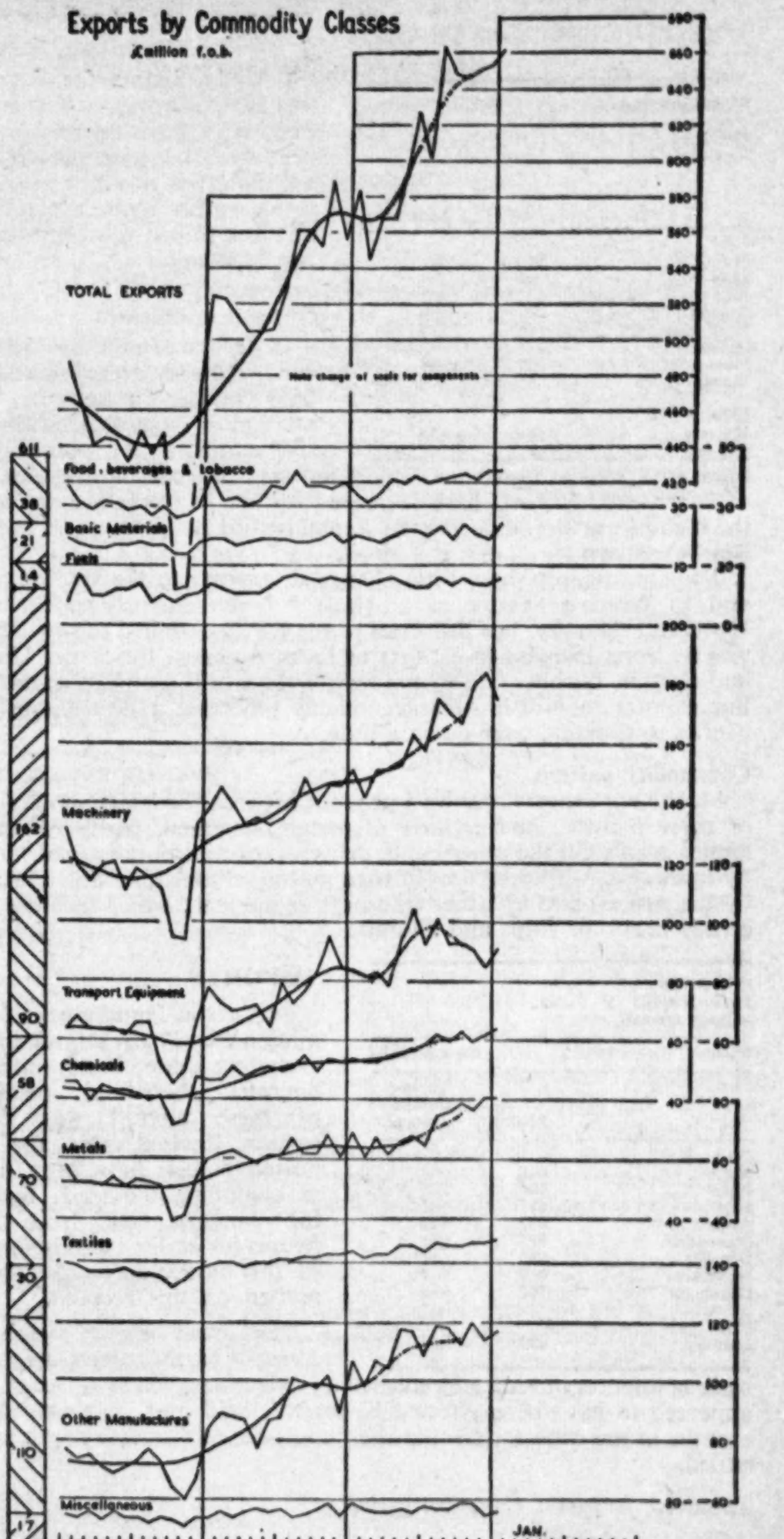


Table 3. Exports: Commodity classes

Seasonally adjusted values

£ million f.o.b. per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1969	611	38	21	14	521	253	162	66	24	58	70	30	110	17
1st quarter	565	33	19	15	482	228	148	62	22	53	66	28	104	17
2nd quarter	596	39	21	14	505	249	156	66	26	56	65	30	107	16
3rd quarter	637	39	21	14	546	268	168	70	25	60	72	31	115	17
4th quarter	648	41	21	15	552	266	177	66	24	62	79	32	115	18
November	652	39	21	14	558	271	180	65	26	60	77	32	120	19
December	645	42	19	14	553	268	184	65	20	62	81	32	114	15
1970 January p	661	42	24	16	558	263	175	68	23	64	81	33	117	16
1969 August-October	652	40	22	15	557	266	171	70	25	62	77	32	117	18
November-January 1970 p	653	41	22	14	556	267	180	66	23	62	80	32	117	17

(Continued on next page)

UNITED KINGDOM TRADE—*continued.*

EXPORTS f.o.b.

Seasonally adjusted	(£m a month)	
	Month	Three-month average
1969		
May	594	577
June	626	596
July	602	607
August	661	629
September	648	637
October	646	652
November	652	649
December	645	648
1970		
January	661	653

the trade figures for January (see Note (f)); figures for earlier periods shown in this notice have also been revised on this account. On this basis exports in December were £645 million and the fourth quarter average was £648 million.

General comment

In the three months November to January exports averaged £653 million a month. The average in August-October was £641 million a month (see Note (d)), indicating an underlying increase between the two periods of 2 per cent. Exports have increased further in recent months after the high rate achieved during the second half of last year.

Market pattern

The area figures show little change in exports to the sterling area and to Western Europe as a whole between August-October and November-January, but deliveries to the EEC continued to rise. There was a strong increase in exports to Latin America, the Soviet Union and Eastern Europe, and to the rest of the world group of countries, but exports to North America, mainly reflecting a decrease in deliveries to Canada, were down a little.

Commodity pattern

Machinery exports rose by 5 per cent between the latest two periods of three months, and exports of metals increased, partly reflecting higher prices. On the other hand, deliveries of transport equipment fell by 6 per cent, with decreases in road motor vehicles (probably affected by the strikes) and in 'other transport equipment,' which includes the erratic items for ships and aircraft.

IMPORTS c.i.f.
Excluding US military aircraft, etc.

Seasonally adjusted	(£m a month)	
	Month	Three-month average
1969		
May	660	668
June	701	678
July	687	682
August	671	686
September	683	680
October	689	681
November	689	687
December	702	693
1970		
January	689	693

IMPORTS

Imports in January were £689 million (seasonally adjusted and excluding United States military aircraft); the total inclusive of these aircraft was £691 million. Revised values for imported parcels have been used in compiling the trade figures for January (see Note (f)); figures for earlier periods shown in this notice have also been revised on this account.

The lower import figure in January partly reflects a falling back in imports of semi and finished manufactures, which in December appeared to have been affected by arrivals held over from preceding months in the expectation that the import deposit scheme might have ended.

Imports by Commodity Classes

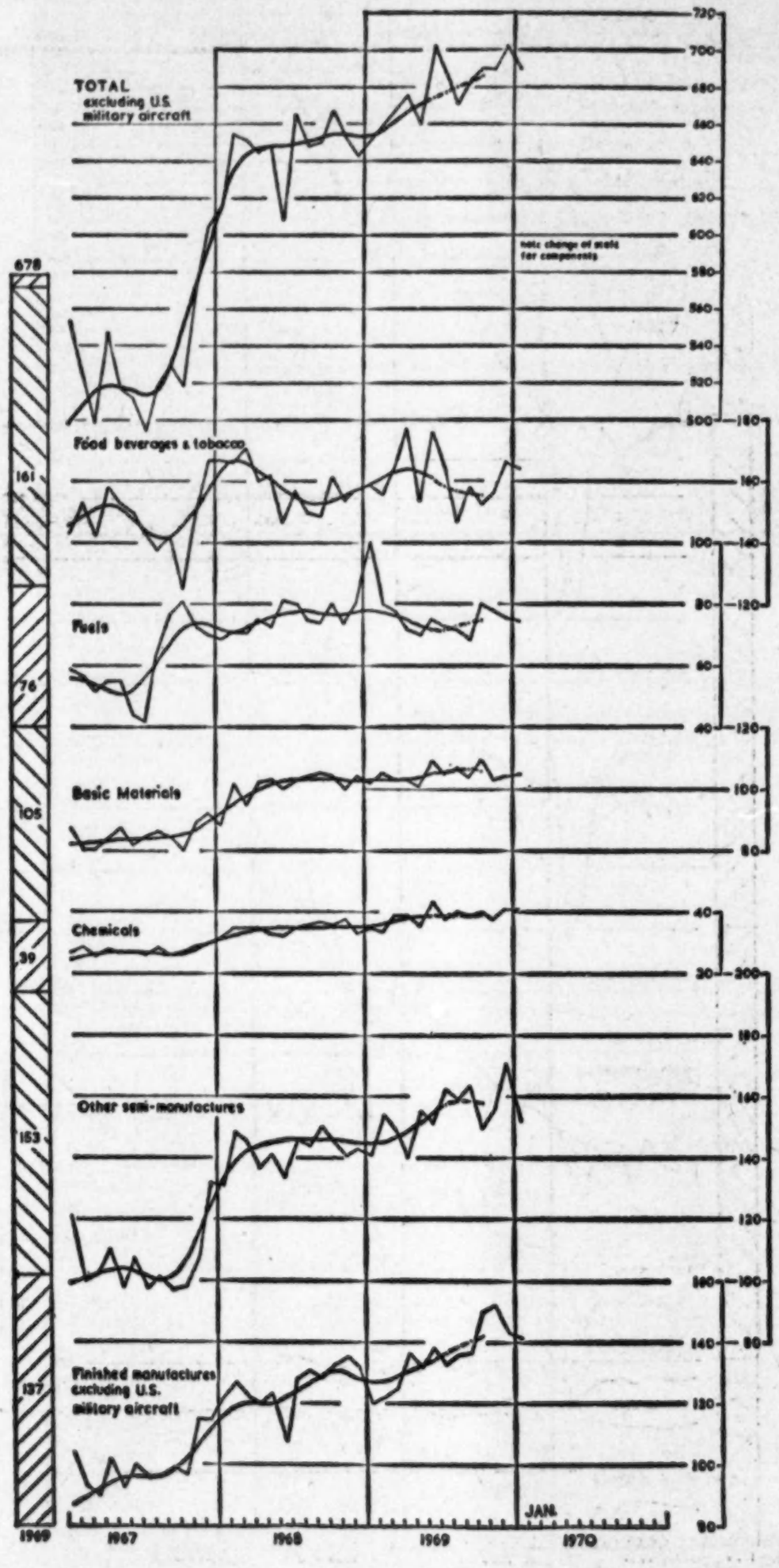
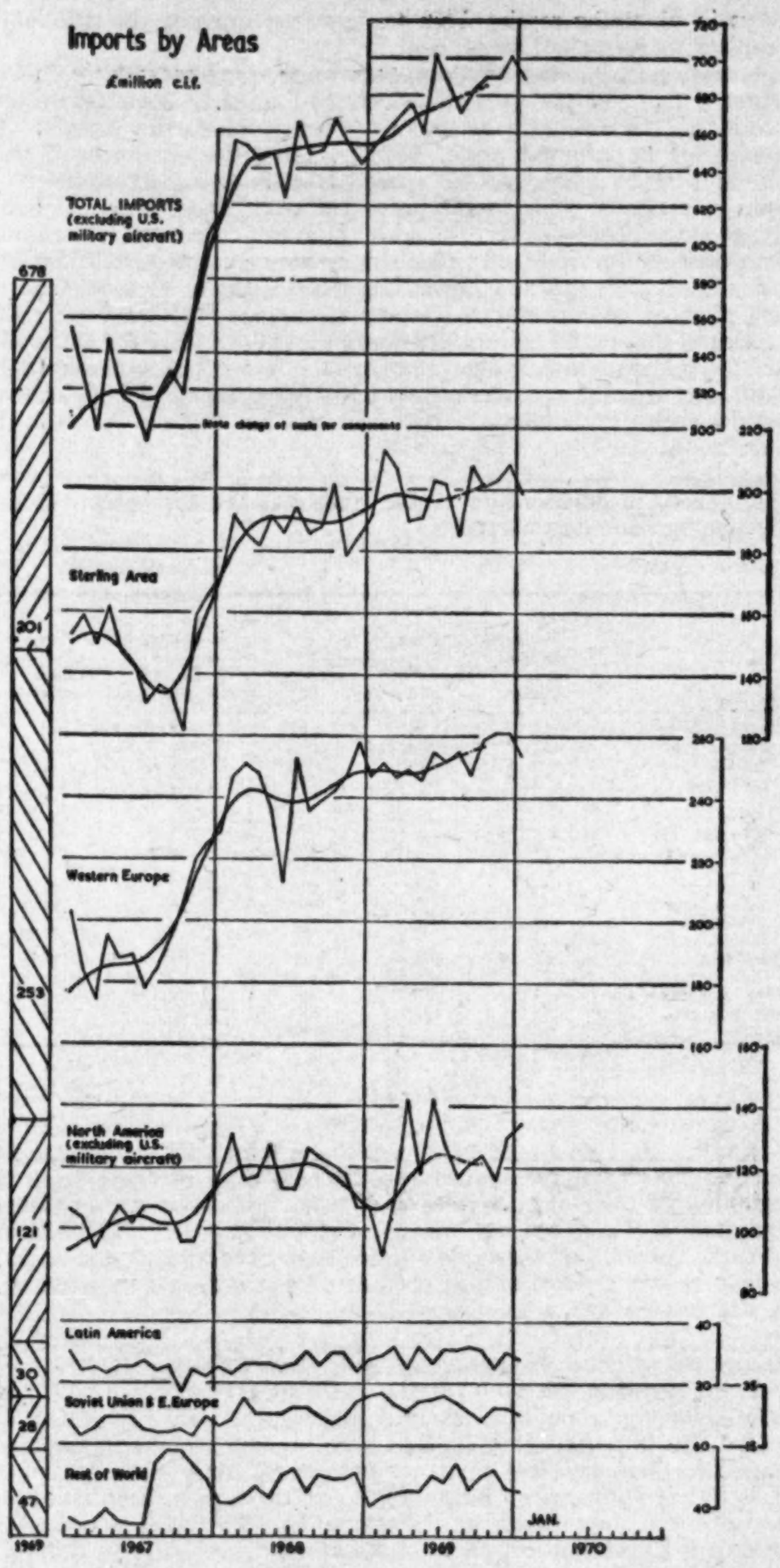


Table 4. Imports: Commodity classes

Seasonally adjusted values — £ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1969	694	678	161	76	296	105	39	153	153	137	7
1st quarter	677	660	161	80	287	103	36	147	142	125	8
2nd quarter	700	678	169	73	291	104	40	148	160	138	8
3rd quarter	696	680	157	72	304	106	39	160	153	138	7
4th quarter	701	693	158	78	303	105	40	158	156	148	7
November	697	689	156	78	296	103	38	156	159	151	8
December	705	702	166	76	315	104	41	170	147	144	6
1970 January p	691	689	164	75	298	105	41	152	140	139	6
1969 August-October	694	681	153	74	302	107	40	156	155	143	7
November-January 1970 p	697	693	162	76	303	104	40	159	149	145	7



General comment

In November-January, imports (excluding United States military aircraft) averaged £693 million a month, about 2 per cent more than the average of £681 million in the preceding three months. This increase appears to have been almost entirely attributable to higher prices, with the volume of imports little changed.

Commodity pattern

The increase in imports between the two most recent periods of three months reflected increases in arrivals of food, drink and tobacco, which were 6 per cent higher in value, in fuels which rose by 3 per cent and in finished manufactures, up by 2 per cent. Imports of industrial materials were unchanged.

Sources of imports

There were increased arrivals in the latest three months from the sterling area, Western Europe and North America.

Import deposits

It is announced by HM Customs that in January gross receipts of import deposits were £85 million and repayments were £98 million.

Other factors in the trade balance

The net adjustment to the seasonally adjusted figures in order to derive the visible trade balance (see Note (a)) amounted to a credit of £67 million in January.

VISIBLE TRADE BALANCE

Seasonally adjusted (£m a month)

	Month	Three-month average
1969		
May	- 12	- 40
June	- 21	- 30
July	- 33	- 22
August	- 44	- 3
September	+30	+14
October	+13	+29
November	+20	+21
December	+ 6	+13
1970		
January	+39	+22

VISIBLE TRADE BALANCE

There was a surplus on visible trade in January of £39 million, seasonally adjusted and excluding United States military aircraft. This figure may well be erratically high in view of the combination in the same month of a higher figure for exports and a lower one for imports. The revision to the balance for December from zero to a surplus of £6 million is attributable partly to amendments to the provisional recorded figures and partly to the revisions for trade by parcel post.

In the three months ended January there was on average a surplus of £22 million a month, compared with £18 million a month in August-October (see Note (d)).

Current account

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. The surplus on invisibles has risen substantially in recent years, but varies considerably from one period to another. It is estimated by the Central Statistical Office to have been running recently at about £40 million a month.

The third element making up the full current account is the payment

Table 5. Imports: Areas

Seasonally adjusted values — £ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1969	694	678	201	253	136	121	30	28	47
1st quarter	677	660	204	249	122	104	30	30	42
2nd quarter	700	678	193	250	155	133	29	27	46
3rd quarter	696	680	201	251	138	122	31	28	49
4th quarter	701	693	204	260	131	124	29	25	49
November	697	689	203	261	123	116	25	26	52
December	705	702	209	261	134	131	30	26	46
1970 January p	691	689	199	254	135	134	28	25	45
1969 August-October	694	681	200	254	133	121	31	26	50
November-January 1970 p	697	693	204	259	134	129	30	26	47

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UNITED KINGDOM TRADE, *continued*

for United States military aircraft. These payments, which differ from the value of arrivals, averaged £5 million a month in 1969. Payments in January were negligible. The payments have been made largely out of corresponding loans from the Export-Import bank; these loans are included as a credit in the capital account of the balance of payments.

NOTES

1. Detailed particulars of United Kingdom imports and exports will be published on February 26§, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‖ for March, due to be published on or about March 31.

2. (*a*) *Visible Trade Balance*

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports (including re-exports) (f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Accounts of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Accounts (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which are in the Accounts (mainly returned goods and goods for processing and repair). In 1969 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(*b*) *Purchases of United States military aircraft*

The calculations of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends.'

(*c*) *Three-monthly averages of trade figures*

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1 B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

(*d*) *Special factors affecting the recording of exports*

As stated earlier in this article, the net effect of special factors affecting the recording of exports in January was negligible, as it was in November and December.

The special factors arose from the action taken by HM Customs to improve the documentation of exports following the identification of net under-recording.

In the first place, there is believed to have been a gradual reduction in the underlying net under-recording from a rate estimated at £12 million a month in the second quarter to a level from October onwards which can be disregarded. A direct measure of this under-recording is expected to be possible as the results of the checks on current documentation by HM Customs become available but because of delays in obtaining replies from traders they are not yet sufficiently complete to permit an assessment.

Secondly, during the third quarter some documents were lodged belatedly from earlier periods which had already been taken into account in the estimates of under-recording for earlier months and should not be counted twice. Thirdly, some documents have been submitted more promptly; this speeding up in documentation which, while in progress, adds to the normal flow of documents, is only a change in the process of recording and does not reflect a corresponding movement in the trend of either shipments or payments. There was evidence of such speeding up in the months up to October but no indication of any further movement since then. A somewhat fuller account of the special factors is given in the press release for December and preceding months. The effect of these influences needs to be taken into account in assessing the underlying trends of both exports and the visible trade balance. The combined net effect is shown in the table below.

Adjustments to exports and visible trade balance for special factors affecting the recording of exports

Seasonally adjusted — £ million per month

	Net influence of special factors	Exports		Visible Trade Balance	
		Before adjustment	After adjustment	Before adjustment	After adjustment
1969 1st quarter	12	565	577	-43	-31
2nd quarter	12	596	608	-30	-18
3rd quarter	- 6	637	631	14	8
4th quarter	- 3	648	645	13	10
July	5	602	607	-33	-28
August	- 7	661	654	44	37
September	-15	648	633	30	15
October	-10	646	636	13	3
November	Nil	652	652	20	20
December	Nil	645	645	6	6
1970 January	Nil	661	661	39	39
1969 Aug.-Oct.	-11	652	641	29	18
Nov.-1970 Jan.	Nil	653	653	22	22

(*e*) *Inclusion of re-exports with exports*

As already announced (see, for example, the *Board of Trade Journal* November 26, 1969, page 1458) a new combined list of commodity headings has been introduced for the recording of trade from the beginning of this year. At the same time, re-exports are no longer separately distinguished but are included with exports. Export figures for earlier periods shown in this notice have been amended to include re-exports, which have of course always been included in arriving at the visible trade balance.

(*f*) *Revised estimates of the value of trade by parcel post*

As explained in the *Board of Trade Journal* of February 11, page 375, following a periodic sample inquiry, revised values for exported and imported parcels have been used in compiling the trade figures for January. Revisions are also being made on a graduated basis to the figures for 1966 to 1969 and these have been incorporated at the figures shown in this article. In 1969 the revisions add a little over £3 million a month to exports and not quite £1 million a month to imports, with consequent changes in the visible trade balance.

Unit value and volume indices: amendments

THE FOLLOWING amendments should be made to the visible trade balances in Table 4 of the unit value and volume indices on page 447 of the *Journal* of February 18.

Sterling basis:		
1966	4th quarter should read	+139
1969	3rd quarter should read	+ 41
	4th quarter should read	+ 38
Dollar basis:		
1969	Year should read	-331
1966	4th quarter should read	+390
1969	3rd quarter should read	+ 98
	4th quarter should read	+ 92

Films registration statistics for 1969

DETAILS OF REGISTRATION statistics in 1969 under the Films Acts, 1960 to 1966, will be published in next week's issue.

Inquiries should meanwhile be made to Films Branch, Board of Trade, 1, Victoria Street, London, S.W.1 (01-222 7877, Ext. 2198).

§Accounts relating to the Overseas Trade of the United Kingdom, January, 1970, HMSO. price 30s. Annual subscription £19 4s.

‖Report on Overseas Trade, published by HMSO, price 5s. Annual subscription £3 6s.

Index of industrial production for December

THE PROVISIONAL index of production for December, 1969, prepared by the Central Statistical Office, is 124 (seasonally adjusted). For manufacturing industry alone the figure is 126.

For the three months October to December, 1969, it is provisionally estimated that production as a whole was 0.3 per cent higher than in the preceding three months, July to September, 1969; for manufacturing industries alone the increase was 0.4 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries							
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1965	111·7	96	112·4	105	103	109	115	117	113	115	120	109	95	114	117
1966	113·2	90	114·2	109	107	112	122	123	116	123	122	121	93	112	110
1967	113·9	89	114·2	111	108	115	116	130	116	123	123	129	90	106	105
1968	119·8	85	121·2	115	112	122	126	140	122	125	135	137	87	117	113
1969 p	122·7	80	125·2	118	114	125	139	149	127				85	118	119
1967 4th quarter	116	88	117	111	109	115	116	134	118	122	127	132	87	111	109
1968 1st quarter	118	87	118	114	111	120	116	136	119	123	135	135	87	110	111
2nd quarter	119	85	120	112	109	118	126	138	121	125	132	140	88	112	114
3rd quarter	120	84	122	117	113	124	133	141	124	126	137	138	87	121	114
4th quarter	122	84	124	117	113	124	131	145	126	129	135	137	85	124	115
1969 1st quarter	122	81	124	115	113	117	140	144	125	129	136	144	85	113	121
2nd quarter	124	80	126	118	114	125	136	148	129	138	136	142	86	120	120
3rd quarter	122 r	80	125 r	118	113	128	139	150	127 r	139 r	135 r	134 r	85	123 r	117
4th quarter p	123	76	126	119	115	128	140	153	127				86	117	117
1969 July	123 r	81	126 r	118	115	124	137	153 r	128 r	141 r	134 r	129 r	85	128 r	119
August	123	79 r	126	121	115 r	133	143	154 r	125 r	134 r	138 r	133 r	85	120 r	113
September	122	80	124 r	116 r	110 r	127	137	145 r	129 r	141 r	132 r	140 r	85	121	119
October p	121	69	124	120 r	114 r	130	140	156 r	123	136 r	129 r	132 r	86	111 r	113
November p	124	80	127	120 r	115	129	141	151	131 r	145	134	138	86	123	124
December p	124	81	126	119	116	125	138	152	126				86	118	113
July-September (av.)	122	80	125	118	113	128	139	150	127	138 †	136 †	135 †	85	123	117
October-December (av.) p	123	76	126	119	115	128	140	153	127	141 †	132 †	137 †	86	117	117

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1965	118	120	113	108	108	104	107	117	121	110	113	111	117	114	112
1966	111	112	108	107	108	102	106	116	118	112	110	115	120	115	117
1967	105	105	104	103	105	90	101	120	124	112	111	114	123	120	121
1968	111	111	108	113	119	93	104	127	130	122	118	118	135	122	128
1969 p	114	116	109	115	123	94	103	128	128	129	111	123			137
1967 4th quarter	106	106	105	107	110	90	102	122	128	111	115	119	128	120	125
1968 1st quarter	106	107	104	110	115	91	104	126	130	119	122	118	130	121	130
2nd quarter	109	110	108	112	118	94	103	127	130	122	115	117	133	123	125
3rd quarter	112	112	110	114	121	94	104	126	129	120	119	118	137	122	128
4th quarter	115	115	112	116	123	95	104	130	132	127	119	120	140	123	129
1969 1st quarter	114	115	112	115	122	97	104	128	126	132	113	122	135	115 r	143 r
2nd quarter	117	118	115	118	127	95	103	130	129	131	105 r	122	143	122	133 r
3rd quarter	111	112	108	114	122	93	103	126 r	126 r	126	110	124	146	120 r	132 r
4th quarter p	113	117	100	115	122	91	102	130	130	129	113	125			138
1969 July	113	112	113	112	119	95	101	130	133	125	108	125	148 r		133 r
August	111	110	114	115	121	98	106	124 r	125 r	122	112	125	149 r		129 r
September	110	114	96	116	125	87	102	124 r	120 r	132	111	123	142 r		133 r
October p	109	112	100	115	122	93	104	130 r	130 r	129 r	116	125 r			130 r
November p	114	116	106	116	125	91 r	102	130	132 r	126 r	118 r	124 r			137 r
December p	116	122	95	112	120	88	101	130	129	131	106	126			146
July-September (av.)	111	112	108	114	122	93	103	126	126	126	110	124			132
October-December (av.) p	113	117	100	115	122	91	102	130	130	129	113	125			138

† Latest available 3 months (September-November) and previous 3 months (June-August)

WHOLESALE PRICE INDEX NUMBERS

Prices rise faster in second half of 1969

THE RATE OF INCREASE in materials prices accelerated during the second half of 1969. Between the end of 1968 and June, the price index for basic materials and fuel used in manufacturing industry rose 1½ per cent, but an increase of 3½ per cent between June and December brought the increase during the year to 5 per cent. The comparable increases during 1968 amounted to 2 per cent, and during 1967 (under the impact of devaluation) 8 per cent.

While there was also a faster rate of increase in output prices in the second half of 1969, the contrast with the first half of the year was less marked. The price index for home sales of manufactured products rose 1¼ per cent between the end of 1968 and June 1969, and nearly 2½ per cent between June and December. The rise of 4 per cent during the year compares with one of 4½ per cent during 1968 (when the early months were particularly affected by devaluation) and of 1½ per cent during 1967.

Basic materials and fuel

The index of basic materials and fuel used in manufacturing rose slowly in the first half of the year, but the index rose subsequently in each month to end the year some 5 per cent higher than in December 1968. The average for the year was 3½ per cent more than in the previous year.

Table A (i) shows the end-year to end-year changes in some of the principal commodity groups, together with the effect of the changes on the overall index. Most of the commodities included are imported, and prices are influenced by world supply and demand conditions.

Much the sharpest rise was in non-ferrous metals and ores, with an increase of 33 per cent. Price increases in this group accounted for over 80 per cent of the increase in the basic materials and fuel index. Prices of all the principal metals included advanced during the year. World production of lead, zinc and tin fell short of consumption, whilst copper production was about equal to consumption.

There was a comparatively small rise of 3 per cent in prices of foodstuffs and tobacco. This group has a substantial weight in the overall index and increased it by over 1 per cent. The most marked rise among other commodities was of 12 per cent in oils and oilseeds. The effect on the overall index of this and of the other commodity groups where prices rose was relatively small. There were reductions in the prices of mineral products (other than ores and metals) and textile materials. Among mineral products there was a fairly continuous decline in crude oil prices through the year, amounting to 10 per cent between December 1968 and December 1969. Of the principal textile materials, wool, jute, flax and sisal all fell in price, but the index for raw cotton was the same in December 1969 as a year earlier.

Table A (i): Commodities represented in the index for All Manufacturing Industry

Commodity	Percentage change December 1968 to December 1969		Effect on price index of basic materials and fuel used in manufacturing industry	
Ores and metals:				
Ferrous	+ 1·7		+0·1	
Non-ferrous	+33·2		+5·3	
Crude petroleum,		-10·4		-1·3
Other mineral products		-0·9		-0·1
Raw wool		-8·4		-0·3
Other textile materials		-1·5		-0·1
Timber	+ 4·9		+0·2	
Paper-making materials	+ 6·4		+0·5	
Oils, oilseeds, nuts and kernels	+11·6		+0·3	
Hides and skins	+ 2·6		+0·0	
Natural rubber	+ 7·6		+0·1	
Foodstuffs and tobacco	+ 3·3		+1·4	
Other materials	+10·9		+0·2	
Fuel	+ 0·9		+0·1	
Total – Materials and fuel used in manufacturing industry	+ 5·2		+6·2	

Materials and fuel used in broad sectors of industry

Movements in prices of materials used in sectors of manufacturing industry are shown in Table A (ii). When looking at this table it is worth remembering that the index numbers relate to purchases from outside the sector of industry concerned and exclude all purchases within the particular sector (see notes at the end of this article). The price index for the purchases of basic materials and fuel by the whole of manufacturing industry measures only changes in prices of those commodities and fuels purchased from outside the manufacturing sector. Thus this index is based upon price movements of mostly imported materials, and some indigenous crude materials. The sector price index numbers for individual industries, however, include prices of many semi-manufactures and intermediate products purchased from elsewhere within manufacturing industry. So, for example, petrol and fuel oil are among materials and fuel purchased by the textile industries. They are excluded however from materials and fuel purchased by manufacturing industry as a whole, which buys crude oil for refining.

The index for materials and fuel used in food manufacturing fell by 2½ per cent between January and August but there was a sharp rise during the rest of 1969; probably part of the fluctuation during the year was seasonal. Compared with December 1968, the index was 4 per cent higher by the end of the year. Prices of imported materials rose by 3 per cent and home produced materials, including packing materials and fuel, by 5 per cent.

Among the non-food sectors, the most marked increases in materials and fuel prices were in mechanical and electrical engineering, and in the electrical machinery industry, which is part of the electrical engineering group. As a heavy steel user, mechanical engineering was particularly affected by rising prices for steel, which accounted for around half the increase of 12 per cent in the year in the index. The index for electrical engineering rose 19 per cent; the bulk of this was the result of the sharp increase in non-

Table A (ii): Purchases by Broad Sectors of Industry

Sector	Index Numbers 1963 = 100		
	December 1968	December 1969 p	Percentage change
All manufacturing industry	119·0	125·2	+ 5·2
Food manufacturing	114·4	119·0	+ 4·0
Manufacturing: other than food, drink and tobacco	120·9	128·4	+ 6·2
Chemicals and allied	114·7	119·6	+ 4·3
Steel industries	115·0	120·0	+ 4·3
Mechanical engineering	118·0	132·3	+12·1
Electrical engineering	132·2	156.9	+18·7
Electrical machinery	125·2	143·8	+14·9
Textiles	103·5	102·9	- 0·6
Clothing and footwear	113·0	116·9	+ 3·5
Timber	123·1	129·8	+ 5·4
Paper	116·2	124·3	+ 7·0
Construction	115·9	123·0	+ 6·1
Housebuilding	118·1	125·2	+ 6·0

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757, *Ext.* 7146).

Table B (i): Analysis of index of all manufactured products by industry of origin

Industry Group	Percentage change	Effect on price index of all manufactured products
Food, drink and tobacco (III)	+ 2·7	+1·3
Coal and petroleum products (IV)	- 2·9	- 0·1
Chemicals and allied industries (V)	+ 1·9	+0·1
Metal manufactures (VI)	+13·5	+0·3
Mechanical engineering (VII)	+ 6·5	+0·8
Electrical engineering (IX)	+ 5·7	+0·5
Other engineering and allied industries, (VIII, X, XI and XII)	+ 4·8	+0·8
Textiles (XIII)	+ 2·2	+0·1
Clothing and footwear (XV)	+ 2·3	+0·2
Timber, furniture, etc. (XVII)	+ 3·7	+0·1
Paper, printing and publishing (XVIII)	+ 5·5	+0·3
Other manufactures (XIV, XVI and XIX)	+ 5·1	+0·4
Total - All manufactured products - Home sales	+ 4·1	+4·8

Table B (ii): Output of broad sectors of industry

Sector	Index numbers 1963 = 100		
	December 1968	December 1969 p	Percentage change
All manufactured products - Home sales	117·5	122·3	+ 4·1
Food manufacturing	116·1	121·5	+ 4·7
Manufacturing: other than food, drink and tobacco	113·3	118·4	+ 4·5
Chemicals and allied industries	105·4	107·6	+ 2·1
Steel industries	107·2	120·4	+12·3
Engineering and allied industries	114·0	120·6	+ 5·7
Mechanical engineering	116·0	123·6	+ 6·5
Electrical engineering	112·8	119·6	+ 6·0
Textile industries other than clothing	109·8	112·5	+ 2·4
Clothing and footwear	109·8	112·3	+ 2·3
Timber	119·9	124·4	+ 3·7
Paper	113·4	121·3	+ 6·9

ferrous metals prices, including semi-manufactures of copper and brass.

The index for the steel industries changed little until May but subsequently rose 4 per cent. The index for the textile industries moved within fairly narrow limits to end the year about ½ per cent down, due to lower wool prices. In clothing and footwear, prices rose 2½ per cent until April but the rate of increase then slowed and in December the index was 3½ per cent higher than at the end of 1968. Index numbers for other sectors – the chemicals and allied industries, and the timber and paper industries – increased relatively steadily during the year with rises of between 4 and 7 per cent.

Prices of materials used in construction and in housebuilding rose throughout the year, with increases amounting to 6 per cent both for construction materials generally and for housebuilding materials. Higher prices for a wide range of materials contributed to the rise in the index numbers.

Output prices

The price index for home sales of manufactured products rose in every month in 1969, climbing 4 per cent in all: in the previous year the increase amounted to almost 5 per cent. About a quarter of the 1968 increase was accounted for by higher prices for drink and tobacco products which followed excise duty increases; changes in these duties in 1969 directly affected only a narrow range of home produced beverages. A quickening of the underlying rate of increase is evident from changes in the index for manufactured products excluding food, drink and tobacco. This rose by 3½ per cent during 1968, and 4½ per cent during 1969. A more marked contrast brought out by the chart for this index on page 516, is shown in comparison with the last half of 1968, by when the increases in materials prices following devaluation had largely worked through into output prices. The index rose ½ per cent in the last half of 1968, by nearly 2 per cent in the first half of 1969 and, by about 2½ per cent in the second half of 1969. The acceleration of the rate of increase is probably at least partly the result of higher prices not only for basic materials but – in the latter half of 1969 – for steel.

Table B (i) shows the effect of price changes in various industry groups on the index for all manufactured products. The products included cover only goods sold outside manufacturing industry (including sales to construction, mining and quarrying etc., as well as finished consumer goods) and sales of capital goods; price movements for intermediate products sold by one sector of manufacturing to another do not directly affect the index for all manufactured products.

Each sector of manufacturing industry contributed to the rise in the index for all manufactured products, with the exception of coal and petroleum products. Higher prices for food and drink in the food, drink and tobacco group contributed about a quarter to the total increase. This group accounts however for almost a third of the weight in the index for all manufactured products. The effect of higher prices of products of the engineering industries was to raise the overall index by 2 per cent.

(Continued on next page)

Table C. Analysis of changes in price quotations for individual items. December 1968 – December 1969

SIC Order	Total quotations	Quotations unchanged		Quotations increased		Increased						Quotations decreased	
		No.	%	No.	%	Under 2%	2%–4%	4%–6%	6%–8%	8%–10%	Over 10%	No.	%
Coal and Petroleum Products / Chemical and Allied Industries (IV and V)	1,167	634	54·3	393	33·7	59	85	75	68	41	65	140	12·0
Metal Manufactures (VI)	307	15	4·9	277	90·2	7	21	32	30	51	136	15	4·9
Engineering and Electrical Goods (VII, VIII and IX)	3,347	1,057	31·6	2,202	65·8	96	221	527	409	276	673	88	2·6
Shipbuilding and Marine Engineering and Vehicles (X and XI)	329	103	31·3	216	65·7	20	47	59	38	21	31	10	3·0
Metal Goods not elsewhere specified (XII)	855	199	23·3	614	71·8	27	42	132	135	66	212	42	4·9
Textile Industries other than Clothing (XIII)	689	191	27·7	433	62·9	121	89	99	38	26	60	65	9·4
Leather, Leather Goods and Fur (XIV)	61	20	32·8	40	65·6	6	10	7	7	4	6	1	1·6
Clothing and Footwear (XV)	556	186	33·4	344	61·9	126	45	68	45	18	42	26	4·7
Bricks, Pottery, Glass, Cement, etc. (XVI)	420	156	37·1	241	57·4	33	36	50	62	16	44	23	5·5
Timber, Furniture, etc. (XVII)	365	89	24·4	256	70·1	15	40	71	48	28	54	20	5·5
Paper, Printing and Publishing (XVIII)	644	200	31·1	406	63·0	11	43	55	65	63	169	38	5·9
Other Manufacturing Industries (XIX)	540	165	30·6	350	64·8	15	56	101	41	30	107	25	4·6
1968/9 Total	9,280	3,015	32·5	5,772	62·2	536	735	1,276	986	640	1,559	493	5·3
1967/8	9,091	3,189	35·1	5,340	58·7	571	894	1,497	936	555	887	562	6·2
1966/7	8,741	5,420	62·0	2,397	27·4	363	597	651	244	171	371	924	10·6
1965/6	8,626	3,578	41·5	4,215	48·8	560	954	1,290	553	302	556	833	9·7

WHOLESALE PRICES, *continued*

Chart 1

ALL MANUFACTURING INDUSTRY

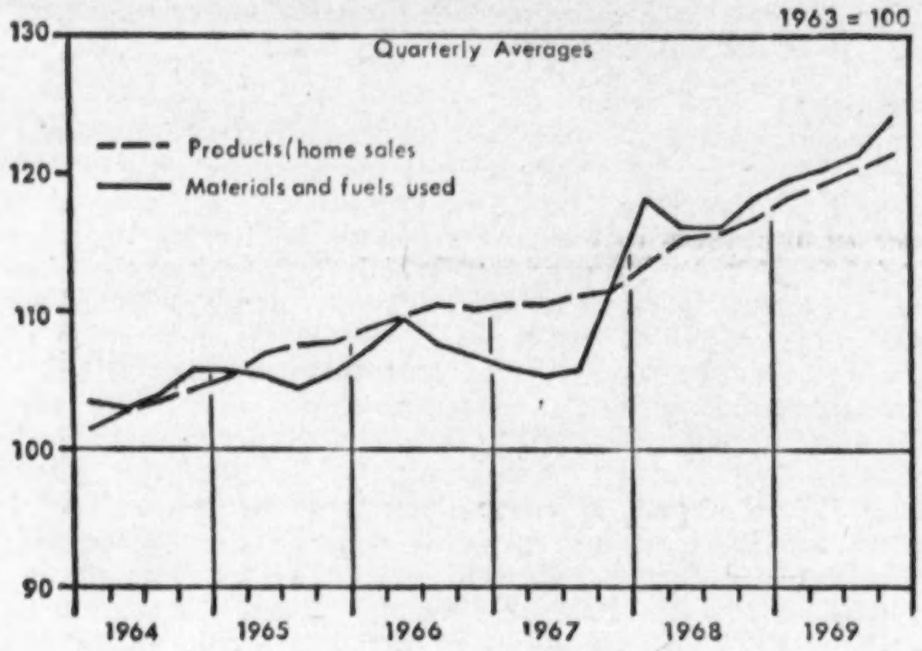


Chart 2

NON-FOOD MANUFACTURING INDUSTRY

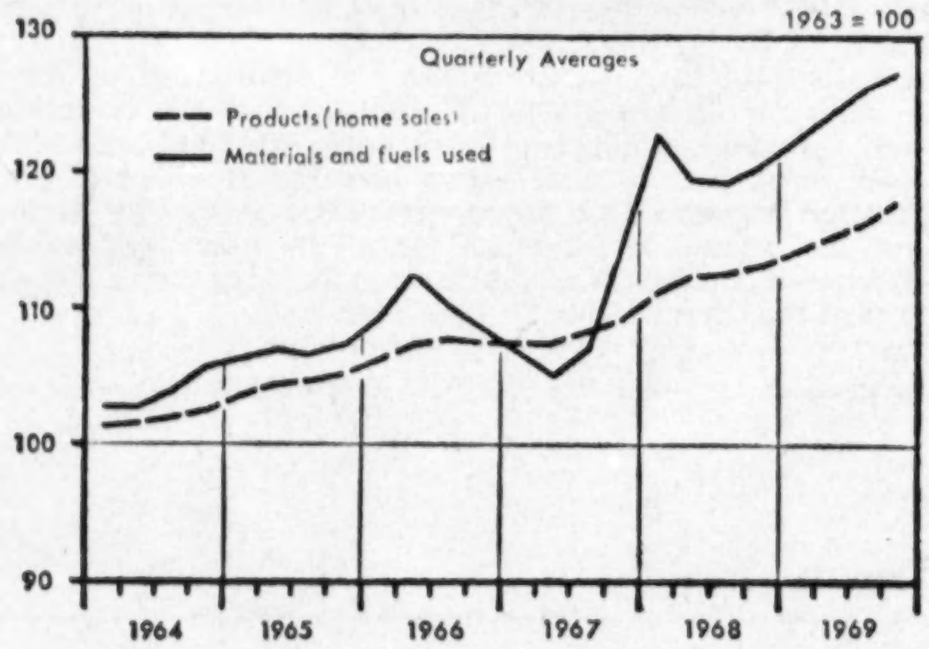


Chart 3

MECHANICAL ENGINEERING INDUSTRIES

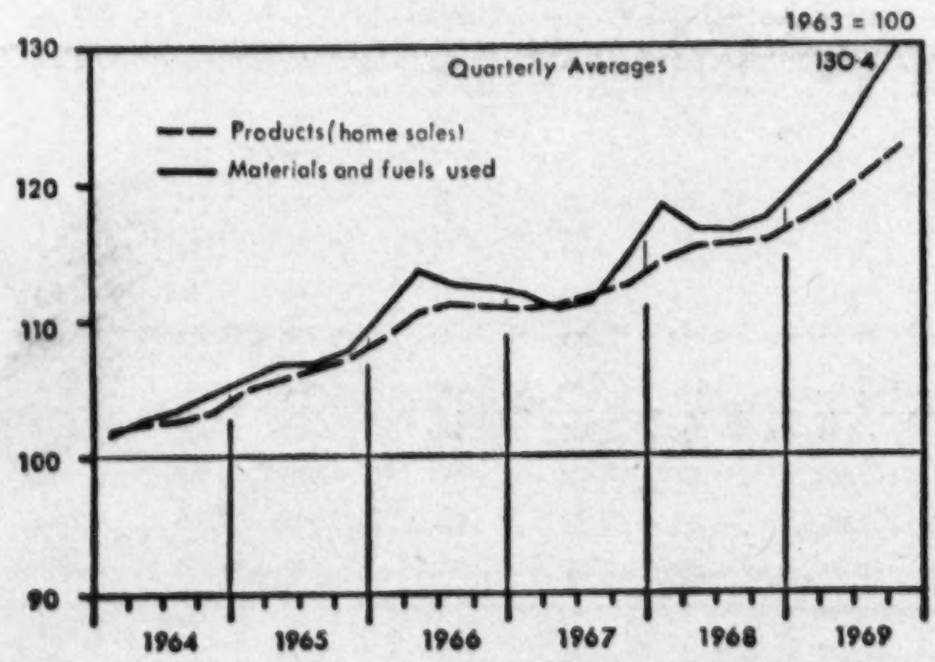


Chart 4

ELECTRICAL ENGINEERING INDUSTRIES

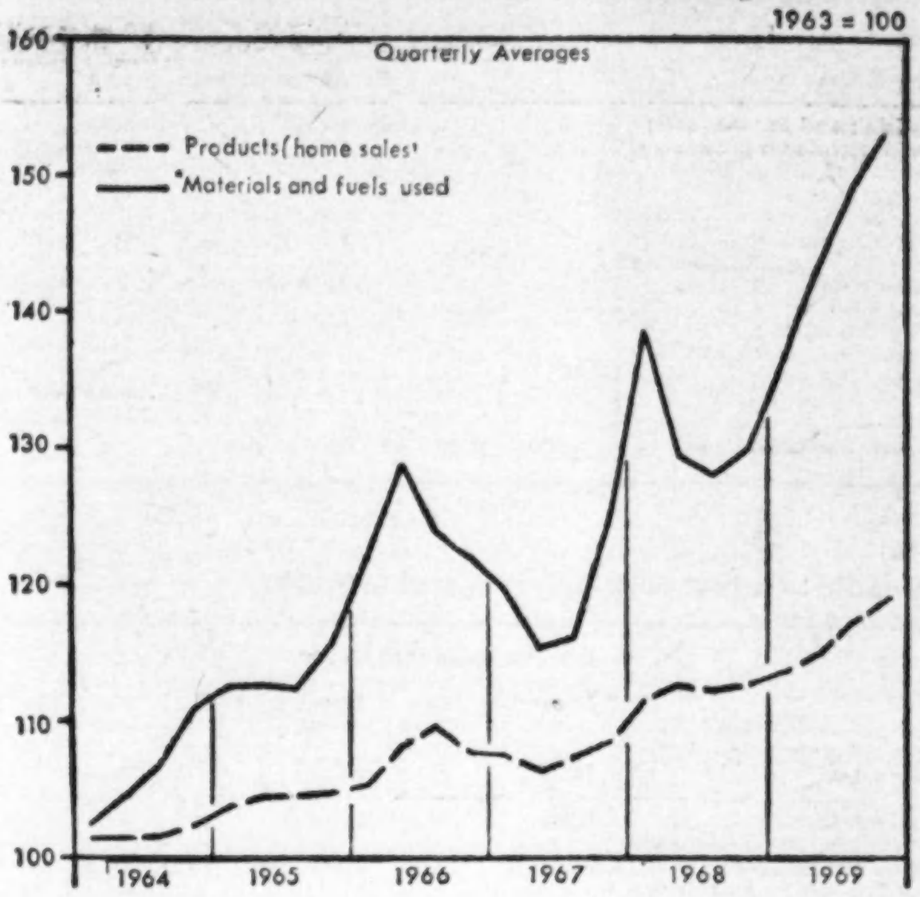


Chart 5

CHEMICALS & ALLIED INDUSTRIES

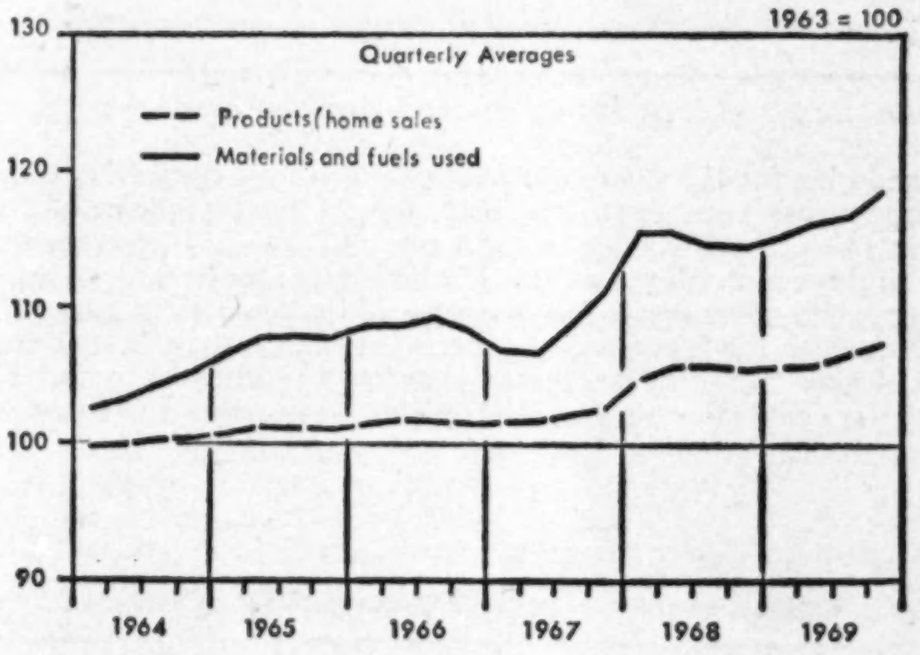


Chart 6

FOOD MANUFACTURING INDUSTRIES

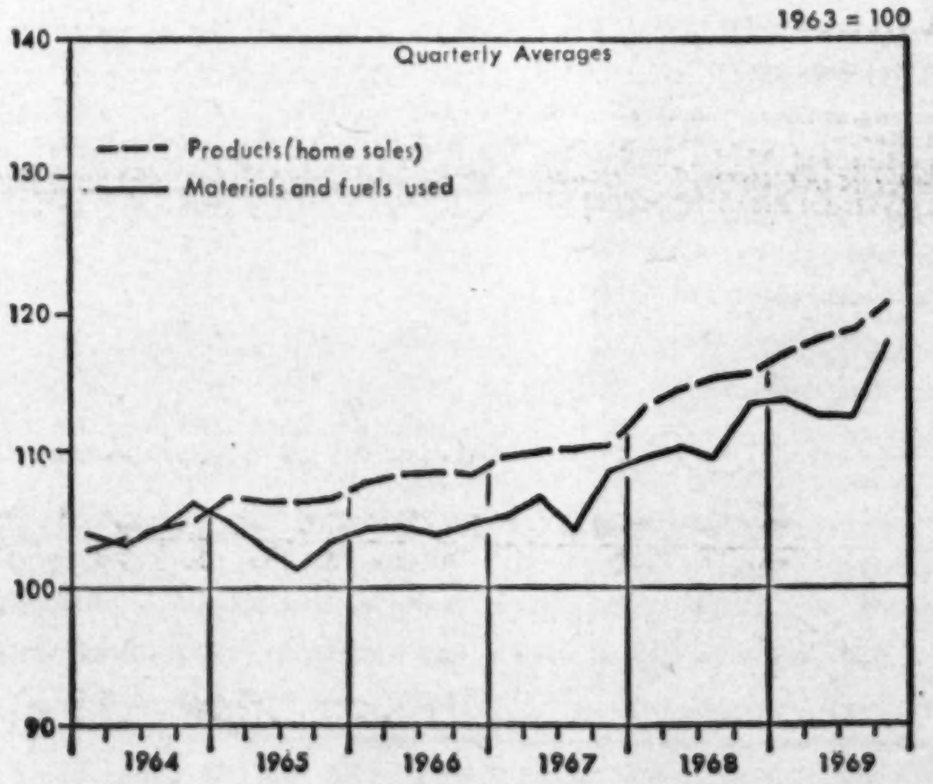


Chart 7

TEXTILE INDUSTRIES

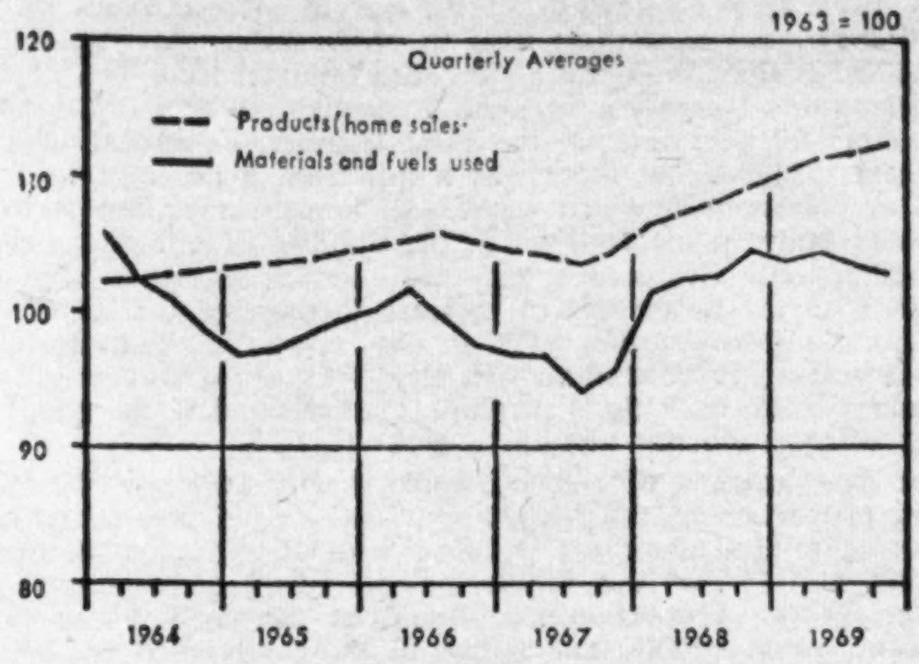


Chart 8

CLOTHING & FOOTWEAR INDUSTRIES

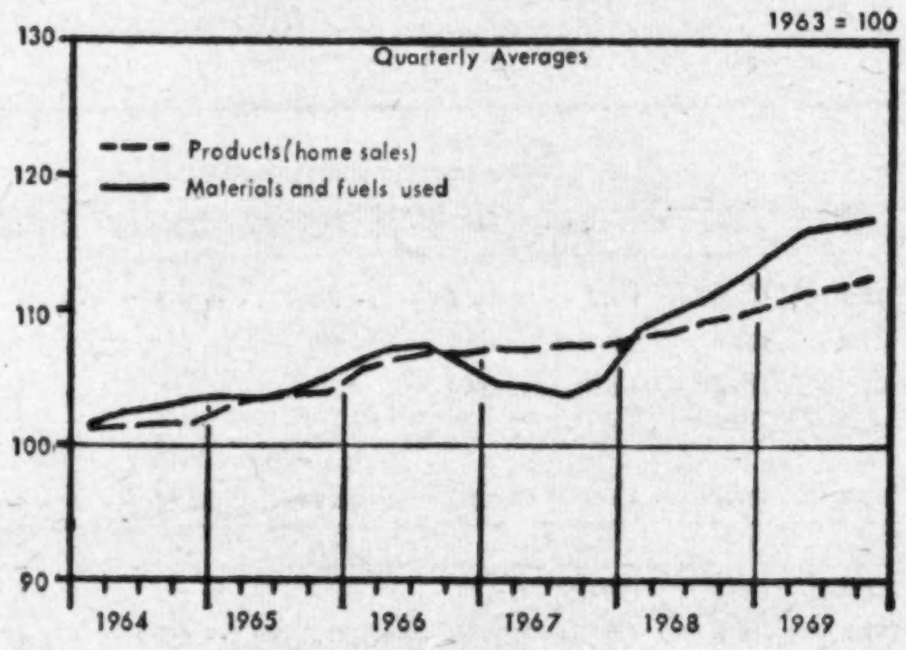


Chart 9

TIMBER INDUSTRIES

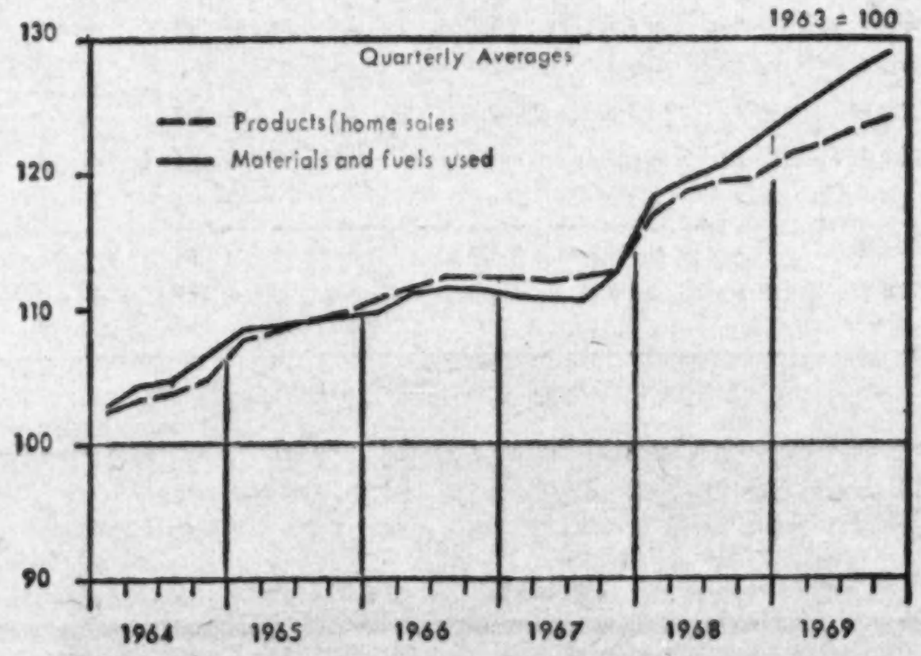


Chart 10

PAPER INDUSTRIES

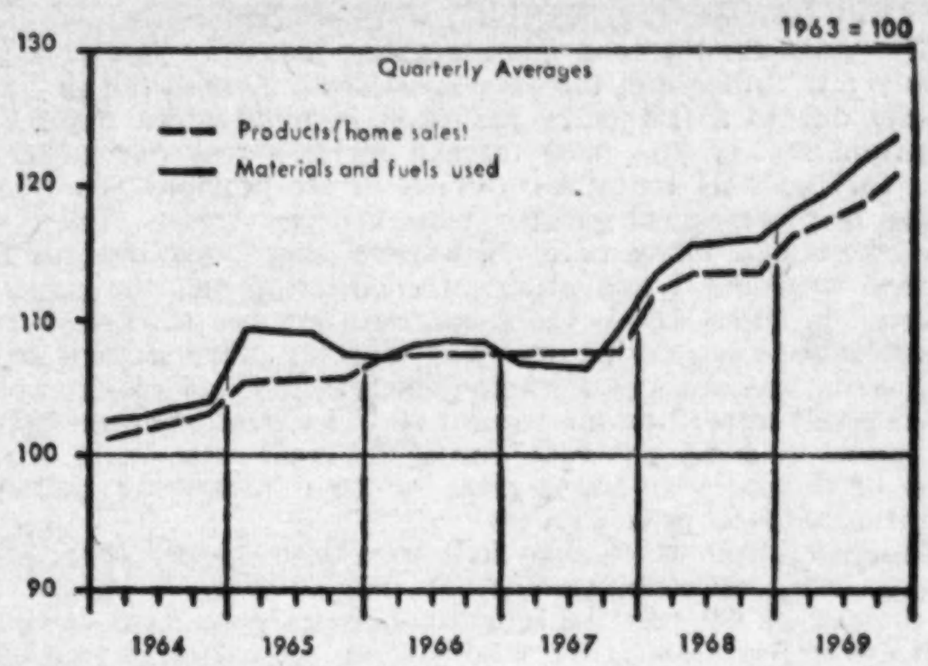


Chart 11

BUILDING & CIVIL ENGINEERING

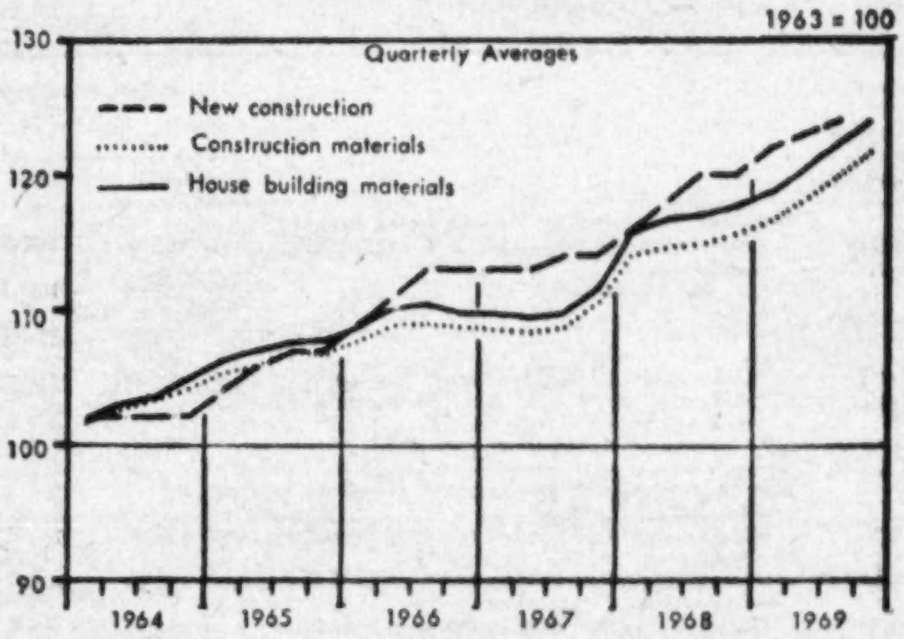
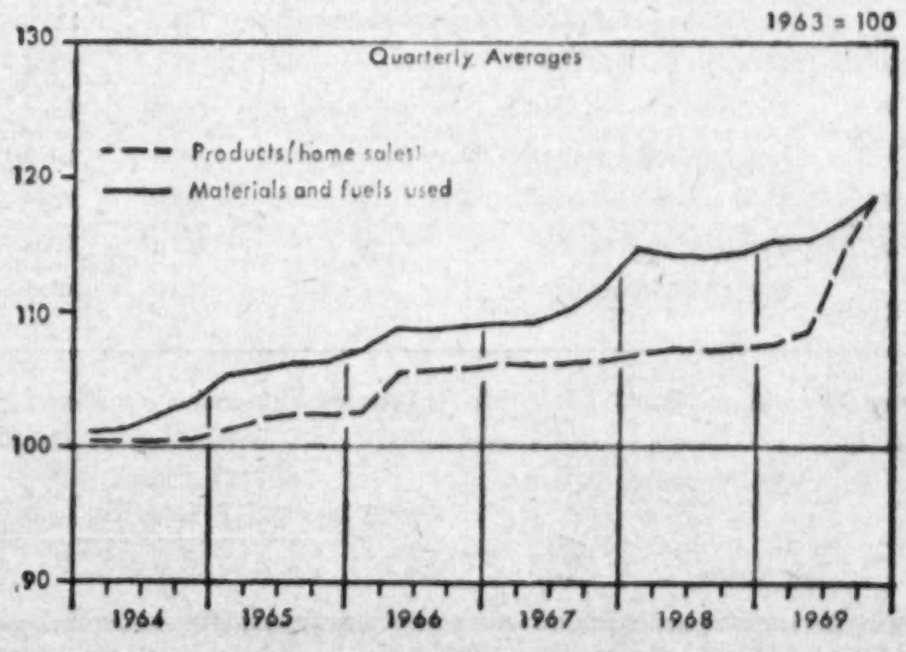


Chart 12

STEEL INDUSTRIES



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WHOLESALE PRICES, *continued*

Output of broad sectors of industry (home sales)

Index numbers for all broad sectors of industry rose during 1969 with increases ranging from 2 to 12 per cent.

The index for the food manufacturing industries rose at a fairly steady rate throughout the year apart from a small fall in August mainly due to a temporary reduction in milk prices. Among the non-food sectors, the most marked increase was one of 12 per cent for the steel industries, though in the previous year the increase had been much smaller than in other sectors. There were also substantial increases of between 6 and 7 per cent in three sectors, mechanical and electrical engineering and the paper industries. In these sectors there had been a more marked increase in materials costs during the year than in other sectors. In the engineering industries as a whole (which include vehicles and other metal goods as well as mechanical and electrical engineering) output prices rose 5¾ per cent during the year with more than a third of the increase taking place in the third quarter, following the principal steel price changes.

The index for the timber industries rose 1½ per cent in the first quarter, but subsequently the rate of increase slowed and by the end of the year the index had risen 3¾ per cent compared with December 1968. Index numbers for the chemicals and allied industries, the textile industries and clothing and footwear rose between 2 and 2¼ per cent during 1969. These increases were substantially less than for other sectors but were above their average rate of increase since 1963.

In Table C is an analysis of the size of price changes in over 9,000 individual quotations used in constructing the output price series, other than those for food, drink and tobacco. The number of quotations increasing between December 1968 and December 1969 was 62 per cent of the total number, compared with 59 per cent in 1968, and there was a fall from 6 per cent to 5 per cent in the number which decreased. Some association is to be expected between the changes in the number of quotations rising or falling and price trends generally, and these results are consistent with the faster rate of increase in most of the sector output index numbers during 1969. In only one industry group (Coal and Petroleum Products and Chemical and Allied Industries) was the number of quotations increased less than half the total for which information was obtained.

The most marked difference compared with 1968 was the much higher proportion of price quotations that were increased by over 10 per cent. This amounted to 28 per cent of quotations increased in 1969, and 17 per cent in 1968. There was a corresponding reduction in the proportion of quotations increased by under 6 per cent, with virtually no change in those increased by over 6 but under 10 per cent. The higher proportion of price increases above 10 per cent was shared by all industry groups except the textile industries.

Table 1

1963 = 100

1968 Standard Industrial Classification Minimum List Headings		Annual Averages					Percentage changes				
		1965	1966	1967	1968	1969 p	1964/1965	1965/1966	1966/1967	1967/1968	1968/1969
	Materials Purchased by Manufacturing Industry										
Orders III to XIX	Basic materials and fuel used in manufacturing industry.	105·4	108·0	107·5	117·3	121·4	+1·2	+2·5	- 0·5	+ 9·1	+ 3·5
	Basic materials	104·9	107·3	106·3	117·0	121·6	+0·5	+2·5	- 0·9	+10·1	+ 3·9
	†Fuel	108·6	112·9	115·4	119·7	120·1	+6·7	+4·0	+2·2	+ 3·7	+ 0·3
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	106·8	110·2	108·4	120·5	125·0	+2·8	+3·2	- 1·6	+11·3	+ 3·7
	Basic materials other than fuel	106·4	109·6	106·7	120·7	126·1	+1·9	+3·0	- 2·6	+13·1	+ 4·5
	Materials Purchased by Selected Broad Sectors of Industry.										
211 to 229	Materials and fuel used in the food manufacturing industries.	103·0	104·2	106·0	110·6	114·2	- 1·2	+1·2	+1·7	+ 4·3	+ 3·3
Order V	Materials and fuel used in the chemicals and allied industries.	107·6	108·7	108·4	115·1	116·7	+3·7	+1·0	- 0·3	+ 6·2	+ 1·4
311 and 312	Materials and fuel used in the steel industries	105·9	108·4	110·0	114·4	116·7	+3·8	+2·4	+1·5	+ 4·0	+ 2·0
Order VII (excluding MLH 342)	Materials and fuel used in the mechanical engineer- industries.	106·8	112·3	112·0	117·1	125·0	+3·6	+5·1	- 0·3	+ 4·6	+ 6·7
Order IX	Materials and fuel used in the electrical engineering industries.	113·4	124·2	119·2	131·6	145·7	+6·8	+9·5	- 4·0	+10·3	+10·7
361	Materials and fuel used in the electrical machinery industry.	108·5	118·0	115·8	124·9	134·9	+4·8	+8·8	- 1·9	+ 7·9	+ 8·0
Order XIII	Materials and fuel used in the textile industries	97·8	99·8	95·9	102·6	103·6	- 4·1	+2·0	- 3·9	+ 7·0	+ 1·0
Order XV	Materials and fuel used in the clothing and footwear industries.	104·0	106·6	104·4	110·4	115·9	+1·6	+2·5	- 2·1	+ 5·7	+ 4·9
Order XVII	Materials and fuel used in the timber industries	108·9	110·9	111·3	120·3	126·8	+4·1	+1·8	+0·4	+ 8·1	+ 5·5
481 to 484	Materials and fuel used in the paper industries	108·8	108·0	107·3	115·1	120·7	+5·4	- 0·7	- 0·6	+ 7·3	+ 4·9
Order XX	Construction materials	106·1	108·6	109·1	114·8	119·1	+3·1	+2·4	+0·5	+ 5·2	+ 3·7
Part of Order XX	House building materials	107·2	109·7	110·1	116·8	121·5	+3·8	+2·3	+0·4	+ 6·1	+ 4·0

† Coal, electricity and gas. (Crude oil is included in basic materials used in manufacturing industry.'

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Table 2

1963 = 100

1968 Standard Industrial Classification Minimum List Headings		Annual Averages					Percentage changes				
		1965	1966	1967	1968	1969 p	1964/1965	1965/1966	1966/1967	1967/1968	1968/1969
	Output of Manufactured Products										
Orders III to XIX	All manufactured products: Total sales	106·1	109·5	111·1	116·7	120·9	+3·3	+3·2	+1·5	+5·0	+3·6
	Home sales	106·8	109·6	110·9	115·3	119·8	+3·8	+2·6	+1·2	+4·0	+3·9
Orders IV to XIX	Products of manufacturing industries, other than food, drink and tobacco: Total sales	104·3	107·8	109·3	115·1	118·5	+2·4	+3·4	+1·4	+5·3	+3·0
	Home sales	104·6	107·3	108·2	112·4	115·9	+2·6	+2·6	+0·8	+3·9	+3·1
	Output of Selected Broad Sectors of Industry										
211 to 229	Products of the food manufacturing industries: Home sales	106·2	107·9	109·9	114·5	118·6	+2·2	+1·6	+1·9	+4·2	+3·6
Order V	Chemicals and allied industries: Total sales	102·2	103·2	103·7	108·1	109·6	+1·6	+1·0	+0·5	+4·2	+1·4
	Home sales	101·0	101·7	102·1	105·4	106·4	+0·9	+0·7	+0·4	+3·2	+0·9
311 and 312	Steel industries: Total sales	101·6	104·3	105·4	107·5	113·1	+1·2	+2·7	+1·1	+2·0	+5·2
	Home sales	101·9	104·9	106·1	107·1	112·3	+1·4	+2·9	+1·1	+0·9	+4·9
Orders VII to XII	Engineering and allied industries: Total sales	104·5	108·3	110·3	116·0	119·7	+2·8	+3·6	+1·8	+5·2	+3·2
	Home sales	104·7	108·1	109·0	113·1	117·4	+2·7	+3·2	+0·8	+3·8	+3·8
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	106·1	110·4	111·5	115·1	119·9	+3·5	+4·1	+1·0	+3·2	+4·2
Order IX	Electrical engineering: Home sales	104·4	107·6	107·5	112·4	116·3	+2·7	+3·1	−0·1	+4·6	+3·5
Order XIII	Textile industries other than clothing: Total sales	104·1	105·6	104·9	108·7	112·8	+1·3	+1·4	−0·7	+3·6	+3·8
	Home sales	103·7	105·2	104·1	107·8	111·5	+1·2	+1·4	−1·0	+3·6	+3·4
Order XV	Clothing and footwear: Home sales	103·4	106·4	107·2	108·9	111·5	+2·1	+2·9	+0·8	+1·6	+2·4
Order XVII	Timber industries: Home sales	108·7	111·7	112·3	118·7	122·7	+4·9	+2·8	+0·5	+5·7	+3·4
481 to 484	Paper industries: Home sales	105·6	107·4	107·6	113·1	118·2	+3·5	+1·7	+0·2	+5·1	+4·5
Order XX	New construction‡	106	111	113	118	124	+3·9	+4·7	+1·8	+4·4	+5·1

‡ Index of building costs.

(Continued on next page)

Notes on Index Numbers of Wholesale Prices – 1963 = 100

(1) The index for an individual commodity is its current home market price expressed as a percentage of its annual average home market price in 1963.

(2) The index numbers are calculated from the price movements of some 11,000 closely defined materials and products representative of goods purchased and manufactured by United Kingdom industry. In building up the index numbers, price movements are combined in proportion to the value of net purchases or net sales in 1963. This use of net weights means that the price movements used to compile the index number for a particular sector of industry are only those which relate to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded.

(3) The weights have been derived from the Census of Production, short-term statistics of production, the Trade Accounts, information supplied by trade associations and from various other sources.

(4) Commodity price index numbers are combined into the index numbers of materials purchased by and output of broad sectors of industry in Tables 1 and 2. The index numbers of materials purchased by industry include imported materials. Few indicators of export prices are available, but where possible export unit value index numbers have been used in their absence to construct index numbers of total sales. The price index numbers of total sales are consequently less reliable than those of home market sales.

(5) Commodity index numbers in general relate to a 'principal product' (or a group of principal products) of an industry as defined in the Census of Production; the weights used in compiling the index numbers include the value of sales of the principal products of an industry by undertakings classified to other Census industries.

(6) In determining the weights used in calculating index numbers which combine the price movements of several materials or products, the value of goods for which no price series are available is imputed to prices series which may be expected to move similarly.

(7) As far as possible 'delivered' prices are used in compiling the index numbers of materials purchased by industry; 'ex-works' prices are used in compiling the index numbers of commodities produced in the United Kingdom, unless it is the normal custom of the trade to quote delivered prices. The prices are exclusive of purchase tax but include any subsidy paid to or duty paid by the producer.

(8) Where the price for an item ceases to be available and the item is replaced by a substitute, an adjustment is made to maintain comparability.

(9) To facilitate further calculation the index numbers are given to one decimal place in most cases, but small month to month movements have little significance. Commodity index numbers are revised to take account of errors or very late notification of price changes, but unless these revisions are exceptionally important they are not carried through to the index numbers of purchases and output of sectors of industries in Tables 1 and 2.

(10) The series of wholesale price index numbers based on 1963 = 100 was introduced in the *Board of Trade Journal* on February 14, 1969. Previously the index numbers were based on 1954 = 100, and the differences between this series and the new series were explained in an article in the issue of the *Board of Trade Journal* dated February 21, 1969.

(11) Details of the constituent items and weights used in the construction of the index numbers in Tables 1 and 2 may be obtained on application.

WHOLESALE PRICES, *continued*

Table 3 (a) Commodities produced in the United Kingdom – 1963 = 100

1968 Standard Industrial Classification References		Annual Averages				
		1965	1966	1969	1968	1969 p
PRODUCTION OF MINING AND QUARRYING:						
101	Coal	101·0	110·1	112·9	112·8	114·1
	Domestic coal	102·3	113·2	115·3	116·2	119·1
102/1	Granite chippings	102·4	103·3	100·7	99·8	100·7
102/2	Slates	114·3	117·3	116·5	119·3	120·6
109/3	Salt	97·5	96·1	97·2	95·6	95·6
FOOD, DRINK AND TOBACCO:						
211/1	Flour	104·6	105·8	114·8	121·7	122·5
216	Sugar, refined	93·1	89·3	91·5	93·9	97·1
217	Chocolate and sugar confectionery	104·7	103·9	107·7	115·0	123·9
231	Beer	117·6	123·7	128·3	130·4	139·5
240	Tobacco and cigarettes	118·9	122·3	122·2	127·9	138·4
COAL AND PETROLEUM PRODUCTS:						
262	Motor spirit, standard grade (including duty)	112·1	115·7	121·6	131·6	145·1
262	Medium fuel oil (950 secs.)	100·0	100·6	108·4	114·0	110·2
263	Lubricating oils and greases	100·8	102·3	104·2	111·7	110·5
CHEMICALS AND ALLIED INDUSTRIES:						
271	General chemicals	98·9	100·0	100·3	102·9	104·1
	Acetic acid, B.S.S. 576 – 1950	93·1	92·2	94·5	97·8	97·8
	Acetone, B.S. 509 – 1950	97·7	97·7	100·2	103·8	105·1
	Aluminium sulphate (14 per cent (Al_2O_3)	107·7	112·8	115·4	119·2	119·2
	Barium carbonate, precipitated 98/99 per cent in powder form	100·0	104·9	108·5	115·7	124·0
	Barium chloride, fine crystals, 98/99 per cent	107·7	112·8	119·4	129·2	129·2
	Benzole, pure, B.S.S. 135/2 – 1963	82·8	81·8	82·7	84·0	88·3
	Butanol, B.S.S. 508 – 1966	96·0	95·5	94·5	96·7	94·0
	Ethyl alcohol, industrial, B.S. 307 – 1966 (P.B.S.)	107·0	107·0	107·0	107·1	107·2
	Hydrogen peroxide, 130 vol.	100·0	100·0	100·0	100·0	100·0
	Liquid chlorine	98·1	98·1	101·0	105·8	109·3
	Methanol	100·0	100·0	103·6	109·5	109·5
	Nitric acid, concentrated, 100 per cent	93·0	93·0	94·6	97·2	96·5
	Phenols and their salts	80·0	79·1	80·2	82·3	82·3
	Phosphorus and compounds	100·0	100·0	100·0	104·4	104·4
	Salicylic acid, technical or commercial grade	100·0	100·6	101·2	117·4	120·0
	Soda ash, light, ex-works	105·5	106·2	109·1	113·7	117·2
	Sodium cyanide, 98/99 per cent	99·2	99·2	100·9	103·5	105·7
	Sodium sulphide, solid, 60/62 per cent	100·0	100·0	102·7	109·3	110·4
	Titanium dioxide	101·8	107·8	107·8	111·7	111·9
	Trichlorethylene, metal degreasing	100·0	100·0	103·6	110·6	114·1
	Tri-tolyl phosphate	99·8	99·8	99·8	99·8	100·0
	Urea, technically pure	100·0	100·7	104·6	107·4	107·7
272	Pharmaceutical chemicals	96·5	92·9	92·2	93·8	94·7
272	Pharmaceutical preparations	98·1	95·8	94·8	95·5	94·8
273	Toilet preparations	109·3	113·3	114·5	121·2	123·4
274	Paint	101·4	101·6	101·7	103·9	104·8
275	Glycerine	106·7	112·3	135·8	151·6	130·6
	Soap	114·7	115·4	113·7	116·1	121·3
	Soapless detergents	103·4	103·4	100·9	102·2	105·6
276	Synthetic resins and plastics materials	96·1	95·3	93·4	95·7	96·5
	Cellulose acetate sheet, commercial clear transparent	105·8	106·3	106·3	106·7	108·4
	Laminated materials	100·3	101·0	101·3	106·7	108·7
	Phenolic and cresylic plastics: moulding powders	100·0	100·0	100·0	108·2	109·7
	Polystyrene and styrene copolymer moulding powders	89·1	82·1	80·3	78·5	79·2
	Polyvinylchloride - granular polymer	98·5	98·4	86·1	88·7	93·2
277	Dyes and dyestuffs	113·7	113·9	113·6	113·3	120·6
	Pigments and earth colours, inorganic	109·3	109·2	111·8	118·3	125·0
279/1	Polishes	106·5	110·4	114·4	120·1	125·0
279/3	Explosives, private sector only, including sporting ammunition, permitted explosives and electric detonators	108·3	114·8	114·3	116·0	123·8
279/4	Disinfectants	102·4	103·0	103·4	105·5	108·4
279/7	Photographic paper and films, and photochemical materials	102·5	102·6	104·5	117·6	118·3
	Cinematograph film	102·7	102·7	105·7	121·4	121·8
IRON AND STEEL AND OTHER METALS:						
311/2	Steel sheets	100·2	101·9	102·4	102·2	106·1
311/2	Tinplate	105·0	108·2	108·6	108·3	112·5
311/2	Other finished steels	102·0	105·1	106·3	107·3	112·9
312	Steel tubes	102·6	106·9	110·1	113·4	118·5
313/3 and 313/4	Iron castings	105·9	111·0	112·3	113·5	117·5
321	Aluminium and aluminium alloy products:					
	Rolled	110·0	113·6	116·0	128·0	135·1
	Extruded and drawn	109·7	113·6	115·8	125·5	134·1
	Castings	109·0	113·4	117·1	124·2	139·2
	Forgings	105·6	110·2	112·5	116·6	120·7
322	Brass ingots, 65/35 B.S.S. 1400-B 3, delivered	149·7	195·2	165·8	201·9	247·4
SURGICAL INSTRUMENTS AND APPLIANCES, ETC.						
353/1	Dental goods	105·5	109·0	112·2	123·8	128·3
	Artificial teeth	104·8	106·3	106·2	109·7	113·7
	Dental equipment	111·4	118·4	121·7	129·3	135·6
	Dental instruments	108·1	113·4	117·4	123·3	132·7
ELECTRICAL GOODS						
365/1	Gramophone records, etc.	101·9	102·8	103·8	104·0	104·2
368	Domestic electrical appliances	100·8	102·4	103·2	104·2	104·4
	Electric cookers	100·1	99·7	99·7	100·4	101·4
	Electric fires and heaters	104·7	107·1	109·5	111·8	113·5
	Electric vacuum cleaners	100·3	102·0	101·9	103·0	101·8
	Electric refrigerators	100·5	98·4	100·1	100·2	100·0

3 (a), *continued*

1968 Standard Industrial Classification Reference		Annual Averages 1965	1966	1967	1968	1969 p
OTHER METAL GOODS:						
391	Tools and implements	107·8	110·0	112·1	117·8	124·1
392	Cutlery, spoons and forks	106·8	110·0	111·8	117·6	120·6
	Cutlery (other than razors and razor blades)	109·1	114·7	117·8	122·6	125·2
	Razor blades	99·8	99·3	98·8	98·9	101·4
	Spoons and forks	112·6	117·9	121·1	136·8	141·3
399/6	Domestic hollow-ware	114·1	124·2	127·8	137·1	143·8
399/7	Vats, tanks, cisterns and other industrial hollow-ware	104·1	108·2	108·2	110·2	115·3
399/9	Domestic gas appliances	101·9	102·0	102·0	102·0	102·1
TEXTILES:						
411	Man-made fibres	95·3	91·3	86·4	86·3	87·3
412, 414/5 and 415	Man-made fibres yarns	102·7	101·0	98·6	100·0	102·1
412	Cotton and cotton mixture yarns	109·8	111·4	112·0	130·4	135·3
	Cotton carded yarns	109·2	111·0	111·4	130·0	133·7
	Cotton combed yarns	112·5	113·1	114·3	132·6	140·2
413	Cotton cloth	109·9	111·6	111·0	123·8	133·0
413	Man-made fibres fabrics	104·3	105·3	103·0	106·2	108·5
413	Linen	114·2	118·7	119·7	123·3	126·1
	Light linen	118·3	122·5	124·4	128·6	128·9
414/1	Wool tops	90·0	95·2	82·7	84·2	85·9
414/2	Worsted yarn	96·0	99·5	93·4	96·6	99·6
414/5	Woollen fabric	102·5	105·7	104·8	109·8	113·2
414/6	Pressed wool felt	106·3	108·9	109·4	112·4	116·9
415	Jute yarn	120·7	129·4	129·9	140·0	154·6
415	Jute piece-goods	119·2	132·7	135·8	137·7	147·0
416	Rope, twine and net	98·6	95·9	94·7	95·6	98·8
	Cordage, cables, ropes and twines of textile materials	97·9	94·9	93·6	94·6	97·8
417	Hosiery and other knitted goods	99·8	99·4	97·7	97·5	98·9
419	Carpets and rugs	105·6	108·4	109·3	110·1	114·3
	Carpets – woven and tufted	105·5	108·3	109·3	110·0	114·1
421	Narrow fabrics	105·8	106·3	106·6	110·2	114·2
422/2	Canvas goods and sacks	105·3	113·3	99·4	103·9	110·2
LEATHER AND LEATHER GOODS:						
431/1	Leather for footwear	106·7	122·1	115·8	124·0	138·1
432	Travel goods	106·0	110·5	112·4	115·0	119·1
CLOTHING AND FOOTWEAR:						
441–449	Made-up clothing	103·6	106·2	106·9	108·5	111·3
441	Weatherproof outerwear	102·0	104·6	105·3	105·5	106·6
442	Men's and boys' tailored outerwear	102·5	104·8	106·4	107·5	109·3
443	Women's and girls' tailored outerwear	104·5	109·5	109·8	111·6	113·4
445/1	Women's and girls' light outerwear	105·0	107·4	108·9	110·9	114·5
450	Footwear	102·6	106·8	107·6	109·5	111·7

1968 Standard Industrial Classification Reference		Annual Averages 1965	1966	1967	1968	1969 p
BRICKS, POTTERY, GLASS, CEMENT, ETC.:						
461/1	Refractory goods, including bricks	102·4	105·1	106·1	112·8	117·4
461/2	Non-refractory goods, including bricks	103·8	104·6	105·5	109·8	112·2
	Building bricks, fletton common, delivered	101·5	102·1	103·4	111·8	116·6
	Building bricks common, other than fletton, ex-works	112·4	114·2	115·6	120·0	120·2
462/3	Domestic china and earthenware	107·3	114·5	119·2	124·5	128·6
463/1	Glass (other than containers)	102·6	106·5	108·0	110·4	112·1
463/2	Glass containers	108·7	110·3	110·2	110·6	112·6
464	Cement, delivered	105·0	105·4	106·7	109·0	110·5
469/1	Abrasive paper and cloth	103·1	104·0	105·2	113·8	117·4
469/2	Cast stone and cast concrete products	106·4	107·2	107·8	110·0	111·0
TIMBER, FURNITURE, ETC.:						
471/1	Home-grown hardwood, sawn	106·8	107·2	107·0	108·6	113·1
471/2	Building joinery	111·0	114·9	116·0	124·6	128·7
472	Domestic furniture	107·5	110·6	111·4	117·7	121·2
473	Bedding, etc.	108·7	111·2	109·5	114·9	120·1
PAPER AND PAPER PRODUCTS						
481	Paper and board	104·5	105·0	104·6	112·9	117·2
482/1	Cardboard boxes, cartons and fibreboard packing cases	108·6	110·2	110·5	114·3	122·7
482/2	Packaging products of paper, etc.	107·7	108·9	108·3	114·2	115·6
	Paper sacks	110·1	112·1	112·7	120·1	117·3
	Paper bags	104·8	106·0	103·4	108·2	113·0
483	Manufactured stationery	103·1	107·0	107·3	113·1	119·9
484/1	Wallpaper	100·8	112·7	116·2	129·7	124·2
OTHER MANUFACTURED PRODUCTS:						
491/1	Rubber tyres and tubes	103·0	105·4	105·4	105·4	110·6
491/2	Rubber goods (other than tyres and tubes)	102·4	103·3	103·3	108·0	114·1
492	Linoleum and felt base	110·7	116·2	117·9	126·9	130·1
493	Brushes and brooms	104·1	106·0	106·7	110·9	115·0
494/1	Toys and games	104·4	108·8	110·0	114·7	118·7
	Metal toys	105·2	110·7	110·5	112·6	118·9
	Dolls (stuffed and other) and soft toys	106·6	108·1	108·3	112·1	118·3
	Pedal cars, scooters and toy perambulators	109·8	113·8	113·4	119·7	122·0
494/2	Perambulators, etc.	105·4	107·3	108·3	113·9	120·5
494/3	Sports equipment	102·2	107·3	108·4	111·1	113·3
495/1	Pens and pencils	104·6	107·0	107·3	112·8	115·3
	Pencils (other than mechanical)	108·8	110·2	110·2	120·8	125·5
	Pencils (mechanical)	101·8	102·1	103·5	106·4	109·0
	Fountain pens	103·7	106·4	106·8	111·0	112·9
495/2	Other stationers' goods	105·1	106·4	108·6	111·8	114·8
496/2	Plastics products (other than components and accessories)	97·8	94·0	92·0	90·5	93·8

(Continued on next page)

WHOLESALE PRICES, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom – 1963 = 100

	Annual Averages				
	1965	1966	1967	1968	1969
Hides and skins	123·3	159·1	117·8	130·6	156·2 p
Imported	123·1	162·8	124·5	126·6	150·2
Native	123·6	154·0	108·8	135·9	164·3 p
Non-ferrous metals					
Aluminium, virgin ingot, delivered	108·3	108·3	110·2	129·3	137·6
Copper, ex-ship, wharf or warehouse†	203·6	237·1	178·5	224·3	265·0
Lead, ex-ship, wharf or warehouse†	183·2	150·0	132·1	160·5	193·3
Nickel, refined, delivered§	100·0	101·1	114·5	140·5	157·3
Tin, ingot, min. 99·75% settlement price†	155·8	142·5	134·4	145·5	159·5
Zinc, ex-ship, wharf or warehouse†	148·0	132·9	131·0	144·8	157·8
Oils, resins and gums					
Palm oil, c.i.f. in bulk	124·9	105·3	105·0	92·8	99·3
Whale oil, crude	209·8	213·2	181·2	145·2	140·0
Phosphate rock	105·5	112·5	111·6	119·3	119·4
Pyrites, c.i.f., United Kingdom ports	109·6	119·0	127·1	153·2	158·4
Natural rubber	93·6	88·1	76·0	84·9	109·5
Sulphur, crude (for acid making), c.i.f.	115·3	183·1	188·1	217·1	186·2

		Annual Averages				
		1965	1966	1967	1968	1969
Textiles						
	Cotton, raw	99·1	94·8	97·2	112·1	104·0
	American type	98·6	95·4	98·7	113·8	102·9
	Egyptian type	101·2	92·4	91·1	105·0	108·2
	Jute, raw, c.i.f. Dundee 'Export Hearts'	..	..	144·9	..	..
	P.W.C. grades	..	..	..	152·4	166·8
	'Export Lightnings'	126·7	144·2	137·9	..	..
	P.W.B. grades	..	..	..	141·4	151·7
	Silk, raw, delivered mill	92·7	105·4	129·4	139·7	138·3 p
	Sisal, East Africa No. 1 Grade, c.i.f. London	62·1	56·0	48·1	52·7	52·3
	Wool, raw	88·8	93·4	81·8	85·7	83·2 p
	Medium and coarse, crossbred, c.i.f. United Kingdom	90·6	87·4	73·5	67·5	69·2
	Fine, crossbred, c.i.f. United Kingdom	87·5	95·8	83·4	90·1	83·9
	Merino, c.i.f. United Kingdom	87·1	96·2	88·2	99·1	92·5
Timber						
	Imported hardwood (ex-yard or wharf)	104·3	106·2	108·6	126·0	133·0 p
	Imported plywood (delivered to consumers)	114·9	115·7	112·1	124·9	135·2
	Imported softwood (delivered to consumers)	113·0	113·4	113·4	125·6	132·3
Woodpulp, imported		108·0	104·8	104·	117·4	125·9

†L.M.E. mean of buyers' and sellers' prices of morning session.
§Producers' price.

Table 4. Annual average wholesale prices for selected Commodities imported into the United Kingdom

	Unit of Sale	1964	1965	1966	1967	1968	1969
Non-ferrous metals:							
Aluminium virgin ingot, delivered consumer's works	£ per ton	190·81	196·00	196·00	201·44	233·96	248·95
Copper, ex-ship, wharf or warehouse. London Metal Exchange price	£ per ton	352·88	469·88	554·47	417·34	523·98	621·25
Lead, ex-ship, wharf or warehouse. London Metal Exchange, excluding duty, or premium	£ per ton	101·25	115·00	95·15	83·76	101·80	122·70
Nickel, refined, 1 ton and over, delivered consumer's works	£ per ton	642·00	642·00	649·17	747·25	902·00	1,009·96
Tin, ingot, min. 99·75 per cent, ex-ship, wharf or warehouse	£ per ton	1,240·92	1,414·13	1,296·59	1,222·45	1,323·86	1,451·84
Zinc, ex-ship, wharf or warehouse. London, excluding duty or premium	£ per ton	118·12	112·97	101·99	100·43	111·18	121·15
Rubber, raw, No. 1 R.S.S., one month future. London, average buyers' and sellers' prices	d. per lb.	20·28	20·80	19·54	16·73	18·59	24·25
Wool, raw, c.i.f. UK:							
Merino, clean scoured, 64's	d. per lb.	105	92	100	95	106	99
Fine crossbred, dominion, clean scoured 58's	d. per lb.	98	84	91	80	87	80
Medium and coarse crossbred, dominion, clean scoured 50's	d. per lb.	83	71	71	59	56	58
Jute, raw, c.i.f. Dundee:							
'Export Hearts'	£ per ton	..	..	..	120·80	..	..
P.W.C. grades	£ per ton	..	..	..	..	132·08	146·69
'Export Lightnings'	£ per ton	109·08	118·16	134·80	128·67	..	..
P.W.B. grades	£ per ton	..	..	..	..	141·15	154·37
East African sisal No. 1 grade, c.i.f. London	£ per ton	134·05	90·25	81·38	70·04	77·25	75·79
Ceylon coir fibre, mattress. Fair ordinary brown, c.i.f. basis ports	s. per cwt.	42·75	42·12	41·33	40·09	45·41	44·02
Woodpulp, c.i.f. East Coast, 3 month's payment basis:							
Chemical, sulphite, bleached	£ per ton	54·50	57·90	54·50	55·01	57·76	64·12
Chemical, sulphite, easy bleaching	£ per ton	50·00	52·08	50·00	50·37	53·25	56·00
Chemical, sulphite, strong	£ per ton	48·00	50·08	48·00	48·51	52·50	55·25
Chemical, sulphate, unbleached Kraft	£ per ton	46·50	47·50	45·50	45·90	49·00	50·50
Mechanical, unbleached	£ per ton	28·50	30·50	30·00	30·68	36·00	36·00

(Continued on next page)

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WHOLESALE PRICES, *continued*

In addition to those published in Table 3, index numbers for the following are available on request. The list is provisional.

1968 SIC reference MLH	Commodities produced in the United Kingdom
102	Stone and slate quarrying and mining; Stone quarrying and mining; Uncoated limestone roadstone; Agricultural ground limestone; Industrial ground limestone.
103	Chalk, clay, sand and gravel extraction; Stourbridge fireclay; Sand and gravel (ex-pit or works).
221	Vegetable and animal oils and fats.
240	Cigarettes; Pipe tobacco.
262	Paraffin wax.
271	Inorganic chemicals; Caustic soda, soda ash and other sodium compounds; Caustic soda; Other sodium compounds; Inorganic chemicals other than sodium and sodium compounds; Inorganic acids other than sulphuric acid; Blacks, carbon and mineral; Organic chemicals; Alcohols; Derivatives of hydrocarbons; Nitrogen-function organic compounds; Other organic chemicals; Bleaching materials; Plasticizers.
272	Pharmaceutical chemicals and preparations; Pharmaceutical preparations the following: Anti-infective agents; Antibiotics; Hormone preparations; Preparations affecting metabolism and nutrition; Drugs affecting the nervous system; Analgesics; Aspirin and compounds, Other analgesics; Anti-depressives; Preparations acting on the cardiovascular system; Preparations acting on the alimentary system; Preparations acting on the respiratory system.
273	Soapless shampoos; Home permanent waving outfits; Dental preparations; Preparations specifically for men; Make-up; Face powders; Lipsticks; Manicure preparations; Other make-ups; Treatment creams; Face creams; Face and skins lotions; Other toilet preparations; Talcum, baby and other dusting powders.
274	Primers and sealers; Undercoats; Varnishes and lacquers; Finishes; Emulsion paints; Bituminous paints.
275	Soaps, detergents, candles and glycerine; Toilet and shaving soap; Soap flakes, chips, powders; Soapless detergents – paste and other forms; Oleine, stearine, etc.
276	Synthetic resins, plastics materials and synthetic rubber; Phenolic and cresylic plastics – resins; Expandable polystyrene and styrene co-polymers; Amino-plastics-resins; Polyolefin moulding materials; Cellulose acetate and nitrate plastics; Alkyd resins; Polyvinyl chlorides; PBV-moulding materials; PVC-plasticized sheet; Transparent cellulose wrapping.
277	Dyestuffs and pigments; Pigments; Synthetic organic pigments; White lead.
279	Other chemical industries; Adhesives.
311	Electrical steel sheets; Stainless steel sheets; Other steel sheets; Semi-finishec steel; Semi-finished steel for strip mill-products, etc.; Semi-finished steel for alloy and stainless products; Semi-finished steel for drop forgings; Semi-finished steel for tubes; Semi-finished steel for forgings; Wire rods; Heavy steel rails; Steel plates; Heavy steel bars and sections; Re-rolled steel bars and sections; Hot-rolled steel strip; Bright steel bars; Cold-rolled strip – non-alloy; Alloy bars; and rods – black; Alloy bars and rods – bright; Finished stainless steels; High speed, tool and magnet steel; Steel castings; Carbon steel castings; Stainless and heat-resisting alloy castings; Other alloy castings; Heavy steel scrap; Steel forgings.
312	Steel tubes and fittings; Hot-finished steel tubes; Electric conduit tubes; Pipe fittings.
313	Automobile iron castings; Other engineers' castings; Malleable iron castings; Cast iron stoves and grates; Building and domestic castings.
321	Aluminium plates, sheets and strip; Aluminium blanks, circles, etc.
322	Brass and brass semi-manfuactures; Brass strip and sheet and yellow metal; Copper sheet and strip.
323	Titanium; Cobalt; Lead pipe.
353	Other dental goods.
368	Domestic electrical cooking appliances; Electric kettles; Domestic electrical heating appliances; Electric water heaters, wash boilers, et.c; Domestic refrigerators; Domestic gas gas refrigerators.
391	Files and rasps; Handsaws and blades; Pliers, pincers and nippers; Agricultural and horticultural edged tools; Carpenters' and builders' edged tools; Spanners and wrenches.
392	Spoons and forks – plated with silver; Spoons and forks – plated with base metal or unplated; Cutlery, spoons and forks (excluding razors and razor blades).
393	Bolts, nuts, screws and rivets; Nuts and bolts.
394	Copper wire in coils.
399	Metal furniture (including catering equipment); Metal furniture, office and works equipment; Metal office and works equipment; Catering equipment; Aluminium domestic holloware; Steel drums; Slide fasteners; Domestic gas appliances (other than refrigerators); Gas cookers; Gas water heaters; Gas wash boilers and washing machines; Gas fires; Gas coke fires, lighters, etc.; Brass manufactures; Plumbers' brassware; Domestic oil burning appliances; Metal furnishings for doors and windows; Fire extinguishing apparatus.
412	Spinning and doubling on the cotton and flax systems; All synthetic yarns; All regenerated yarns; Cotton combed and mixture yarns; Man-made fibre yarns spun on the cotton and flax systems; Regenerated yarns spun on the cotton and flax systems; Synthetic yarns spun on the cotton and flax systems.
413	Weaving of cotton, linen, silk and man-made fibres; Loomstate cotton cloth the following: Cambrics, lawns, voils, etc.; Surgicals, scrims; Canvas, ducks and awnings; Coloured checks; Loomstate man-made fabrics the following: Linens; Dress, shirtings and overall cloth; Furnishing fabrics.
414	Woven worstead; Wool rags; Blankets; Synrhetic yarns spun on the worsted system.
417	Hose; Men's hose; Women's hose; Children's and infants' socks; Children's hose – nylon; Panti-hose; Knitted underwear and nightwear; Men's knitted underwear; Men's underwear-cotton; Women's knitted underwear and nightwear; Women's underwear – cotton; Children's and infants' underwear; Children's underwear – cotton; Knitted outerwear; Women's knitted outerwear.
419	Woven carpets; Axminster carpets; Wilton carpets.
421	Elastic webs and cords; Non-elastic fabrics; Tape and light webbing; Petershams, galloons and ribbons.
422	Made-up textiles; Household textiles and handkerchiefs; Sheets and cotton blankets; Towels; Handkerchiefs; Canvas bags for food.
442	Men's and youths' overcoats; Men's and youths' jackets, trousers and suits.
443	Women's overcoats; Women's suits, skirts and slacks; Maids' and girls' school and other uniforms.
444	Overalls and men's and boys' shirts and nightwear; Heavy overalls and aprons; Men's and boys' shirts and nightwear; Men's and boys' pyjamas; Shirts; Shirts – woven fabric; Shirts – knitted fabric.
445	Dresses, lingerie, infants' wear; Dresses and suits – woven fabrics; Lingerie; Infants' wear.
449	Dress industries, n.e.s.: Corsets and brassieres; Brassieres; Gloves; Leather gloves; Men's leather gloves; Women's leather gloves.
450	Boots and shoes – leather uppers; Men's boots and shoes – leather soles; Men's boots and shoes – non-leather soles; Women's shoes – leather soles; Women's shoes – non-leather soles; Youths' and boys' shoes – non-leather soles: Maids' and girls' boots and shoes – non-leather soles; Infants' shoes; Boots and shoes – non-leather uppers; Slippers and indoor footwear; Slippers – non-leather soles; Sandals.
461	Bricks, fireclay and refractory goods; Basic bricks; Non-refractory bricks; Non-refractory bricks (other than fletton common and common building bricks); Engineering bricks; Non-refractory goods; other than bricks; Roofing tiles, ex-works; Vitirfied pipes.
462	Pottery; Sanitaryware and earthenware tiles; Sanitaryware; Earthenware tiles; Domestic earthenware.
463	Glass; Glazing sheet; Glass containers other than for food.
469	Abrasives; Building materials, n.e.s.; Pitch fibre pipes; Concrete building and partition blocks; Sandlime bricks; Lime products; Agricultural lime; Hydrated lime for building and industry; Lump lime for building and industry; Plaster – gypsum; Coated limestone roadstone; Coated granite and whinstone roadstone; Roofing felt; Thermal insulation materials Fencing.
471	Homegrown hardwood, sawn, the following: Ash; Elm; Beech; Oak; Doors; Windows and door frames; Other joinery.
472	Furniture and upholstery; Non-upholstered furniture, domestic; Bedroom furniture; Bookcases, bureaux and occasional furniture; Dining room furniture; Kitchen furniture; Upholstered furniture; Three-piece suites; Open wood arm easy chairs.
473	Spring interior mattresses; Soft mattresses and pillows excluding foam.
481	Paper and board other than building board; Coated paper; Coated paper – off machine; Coated paper – on machine; Printings and writings including newsprint; Food wrapping papers; Kraft wrapping paper; Household and other tissues; Industrial and special-purpose papers; Uncoated paper; Uncoated board; Packaging boards; Boards for industrial and special purposes; Coated board.
482	Packaging products of paper, board, etc.; Cardboard boxes; Cartons; Cartons – food; Cartons – other; Fibreboard packing cases; Solid packing cases; Corrugated packing cases.
483	Envelopes; Miscellaneous stationery; Manuscript and account books; Notepaper and pads.
489	General printing.
491	Rubber manufactures; Rubber hose; Rubber motor accessories; Rubber and plastic machinery belting; Miscellaneous rubber goods; Rubber thread.
494	Toys, games, sports equipment and baby carriages; Metal toys – non-mechanical; Pedal cars and scooters; Perambulators.
495	Miscellaneous stationers' goods.
496	Plastic products; Building materials of plastic; Plastic piping and fitments for water services; Domestic catering and furnishing goods of plastic; Plastic bags, wrappers and other packaging materials.
499	Pianos.

Commodities wholly or partly imported into the United Kingdom

Paper and paperboard manufactures; Imported hardwood, the following: Mahogany; Utile; Beech; Ramin; Copper scrap; Quicksilver; Bismuth; Managanese ore; Tungsten ore; Magnesite; Phosphate rock for fertilizer manufacture; Imported hides and skins, wet; Imported hides and skins, dry; Raw wool – imported; Raw wool, India/Paskistan types; Raw jute – imported; Raw jute – PTC grade; Raw-jute – PTD grade; Flax; Quebracho; Shellac; Myrobalans; Gum Arabic; Tallow; Rosin gum; Woodpulp for paper and board industries; Chemical woodpulp; Chemical woodpulp – sulphite bleached; Chemical woodpulp – sulphate bleached; Chemical woodpulp – sulphate unbleached; Soya beans; Casein; Wood rosin; Linseed; Castor seed; Groundnuts; Copra; Palm kernels; Herring oil; Cottonseed oil; Coconut oil; Olive oil; Groundnut oil; Linseed oil.

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Acquisition and mergers of companies in 1969

THIS ARTICLE gives details of acquisitions and mergers of industrial and commercial companies in 1969.

The analysis has been extended to cover acquisitions reported in the Press by all industrial and commercial companies, instead of (as previously) only by those covered by the Board of Trade's regular analysis of company accounts. The main categories now included for the first time are companies mainly trading overseas; most industrial holding companies; shipping and agricultural companies; and some smaller companies. The effects of their inclusion are shown in Table 6, in which figures for 1969 are given on both the old and new bases.

The value of acquisitions and mergers in 1969 was less than half the record 1968 total, and comparable in magnitude with that in 1967. It remained substantially greater than in any earlier year, implying that the trend towards the greater concentration of business has continued. 720 companies reported acquisitions in 1969, of a total value of £1,106 million, including £53 million in respect of two mergers. The comparison with earlier years – which cannot however, be made exactly – is shown in the following table.

Table A £ million

Old population	Acquisitions	Mergers	Total
1964	502		
1965	507		
1966	447		
1967	882		
1968	1,779	534	2,313
1969	856	53	909
New population			
1969	1,053	53	1,106

The number of acquisitions in 1969 appears to have been much the same as in 1968, but there were not so many really large transactions as in 1968, which included also the Leylands/BMC merger. Individual large transactions in 1969 are listed in Table 5.

The reduction in the value of acquisitions since 1968 appears in most of the industry groups distinguished in Table 6. The only significant increase is in tobacco, reflecting the acquisition by Imperial Tobacco of the Ross Group. There were again substantial acquisitions by companies in the drinks field – partly by way of diversification, and including the acquisition of Cadburys by Schweppes; and there continued to be a large number of acquisitions in engineering. There were relatively minor acquisitions in 1969 in vehicles, and in construction; though the latter is one of the fields where the extended coverage has brought in an appreciable number of relatively small transactions.

Rather curiously, all the acquisitions by companies mainly operating overseas were of United Kingdom companies.

During 1969 there were 18 acquisitions by industrial and commercial companies for more than £10 million comprising 2 per cent of the total numbers but 37·3 per cent of the expenditure. 80·6 per cent of acquisitions were for less than £1 million.

Expenditure by way of diversification into other industries averaged 65 per cent during the first three quarters of 1969, falling to 27 per cent in the fourth quarter. For the year as a whole, expenditure on acquiring companies in a different industry group was 59 per cent of the total. This may represent a new and significant development, since 1968 the corresponding proportion was only about one-third.

Takeovers in 1969 were mainly for ordinary shares (51 per cent) with 29 per cent in cash and 20 per cent in loan stock and preference shares. In 1968 ordinary shares comprised 72 per cent of total expenditure, loan stock 14 per cent and cash 12 per cent. Though no breakdown of expenditure by companies admitted into the analysis for the first time in 1969 is available, it is evident that the proportion of acquisition expenditure in cash was markedly higher in 1969 than in 1968, despite the intensification of the credit squeeze.

Notes

This analysis relates to United Kingdom industrial and commercial companies including those trading mainly overseas, and is compiled from information extracted from the financial press supplemented by special inquiries. The values shown relate to expenditure during the current period, excluding any previous investment in the company acquired.

An estimate of cash expenditure outside the company sector by industrial and commercial companies on acquiring subsidiaries and on trade investments is published quarterly by the Central Statistical Office in Financial Statistics. Each company is allotted to an industry group corresponding generally to an Order of the Standard Industrial Classification 1968; industrial holding companies and companies trading mainly overseas are treated as separate groups. If a company has diverse activities it has been classified to the industry in which its main activity lies; but for some companies the classification is a very arbitrary one. The analysis does not include either the reorganization of internal divisions within the same company or the joining of divisions with other interests outside the company, e.g. the merger of the computer interests of English Electric, ICI and Plessey to form International Computers Limited.

Table 1. Summary of acquisitions and mergers

£ million

	Number of companies		Expenditure				Percentages of expenditure			Mergers included and Consideration
	Acquiring	Acquired	Total	Cash	Ordinary shares	Loan stock and preference shares	Cash	Ordinary shares	Loan stock and preference shares	
1969	720	891	1,106·3	322·4	563·0	221·0	*29·1*	*50·9*	*20·0*	
1st quarter	199	247	419·1	79·7	266·6	72·8	*19·0*	*63·6*	*17·4*	Includes one merger, value £42
2nd quarter	194	252	297·7	114·6	145·8	37·4	*38·5*	*49·0*	*12·5*	Includes one merger, value £11·2
3rd quarter	168	197	233·4	75·4	79·0	79·0	*32·2*	*33·9*	*33·9*	There were no mergers this quarter
4th quarter	159	195	156·1	52·7	71·6	31·8	*33·8*	*45·8*	*20·4*	There were no mergers this quarter

Table 2. Industrial analysis

£ million

INDUSTRY GROUP OF ACQUIRING COMPANY	1969			1st quarter			2nd quarter			3rd quarter			4th quarter		
	Number of Companies			Number of Companies			Number of Companies			Number of Companies			Number of Companies		
	Ac-quiring	Ac-quired	Total "Expen-diture	Ac-quiring	Ac-quired	Total Expen-diture	Ac-quiring	Ac-quired	Total Expen-diture	Ac-quiring	Ac-quired	Total Expen-diture	Ac-quiring	Ac-quired	Total Expen-diture
Companies Trading Mainly in United Kingdon															
Manufacturing Industries															
Mining	2	2	0.3										2	2	0·3
Food	17	18	28·8	5	6	4·5	4	4	20·8	5	5	2·2	3	3	1·3
Drink	8	9	131·8	3	4	114·0	2	2	2·9	2	2	14·2	1	1	0·7
Tobacco	4	6	47·3	1	3	0·2	2	2	5·5	1	1	41·6			
Chemical and allied industries	25	36	80·9	7	8	36·8	8	10	24·6	4	10	5·7	6	8	13·8
Metal manufacture	21	24	28·6	3	3	7·4	5	7	10·3	9	10	8·9	4	4	2·0
Non-electrical engineering	70	84	99·2	19	22	27·7	20	27	39·3	19	22	21.4	12	13	10·5
Electrical engineering	32	39	105·4	8	10	64·0	9	11	14·1	5	6	11·8	10	12	15·5
Vehicles	13	17	3·4	3	3	0·4	6	9	2·2	2	2	0·1	2	3	0·7
Metal goods not elsewhere specified	28	37	47·5	12	18	6·6	5	6	9·6	5	6	25.8	6	7	5·5
Textiles	50	66	40·1	21	23	14·2	12	17	17·8	8	9	2·7	9	17	5·4
Clothing, leather, fur and footwear	26	34	9·5	8	10	1·8	7	10	1·8	7	10	4·4	4	4	1·5
Bricks, pottery, glass, cement, etc.	28	32	15·7	7	8	7·1	8	10	5·0	7	8	2·0	6	6	1·6
Timber, furniture, etc.	13	17	3·1	5	5	1·4	3	6	0·7	3	3	0·7	2	3	0·3
Paper, printing and publishing	29	32	20·4	7	10	3·8	9	9	5·8	5	5	4·0	8	8	6·8
Other manufacturing industries	21	23	19·2	5	7	1·1	6	6	8·5	7	7	0·8	3	3	8·8
Total	388	478	690·2	114	140	291·0	107	138	178·2	89	106	146·2	78	94	74·8
Distribution and service trades:															
Construction	47	56	20·7	15	19	6·9	8	10	2·9	10	10	4·5	14	17	6·4
Transport and communication (excluding shipping)	12	15	2·5	4	4	0·8				4	5	1·1	4	6	0·6
Wholesale distribution	53	57	47·3	16	16	6·2	13	13	26·4	9	11	4·6	15	17	10·1
Retail distribution	31	40	23·6	10	13	11·2	6	6	0·7	8	8	2·5	7	13	9·2
Miscellaneous services	67	98	91·7	14	20	25·2	20	37	11·6	18	22	48·2	15	19	6·7
Total	210	266	186·1	59	72	50·4	47	66	41·7	49	56	60·9	55	72	33·1
Industrial holding companies	36	43	85·7	8	13	25·7	11	12	27·3	8	9	6·2	9	9	26·5
Property	42	48	74·2	8	10	21·1	14	14	33·6	12	15	11·3	8	9	8·2
Overseas acquisitions:															
By manufacturing	25	32	27·2	8	10	8·3	9	13	10·3	6	7	7·7	2	2	0·9
By distribution and property	10	12	8·1	1	1	5·0	3	3	1·5	3	3	0·5	3	5	1·1
Total trading mainly in United Kingdom	711	879	1.070·5	198	246	401·5	191	246	292·5	167	196	231·9	155	191	144·6
COMPANIES TRADING MAINLY OVERSEAS															
United Kingdom companies acquired†	9	12	35·8	1	1	17·6	3	6	5·2	1	1	1·5	4	4	11·5
TOTAL INCLUDING OVERSEAS	720	891	1,106·3	199	247	419·1	194	252	297·7	168	197	233·4	159	195	156·1
United Kingdom companies acquired	685	847	1,071·0	190	236	405·8	182	236	285·9	159	187	225·2	154	188	154·1
Overseas companies acquired	35	44	35·3	9	11	13·3	12	16	11·8	9	10	8·2	5	7	2·0
Total including overseas	720	891	1,106·3	199	247	419·1	194	252	297·7	168	197	233·4	159	195	156·1

†There were no overseas companies acquired by companies trading mainly overseas in 1969

Valuation of acquisition is, where possible, based on market value, but where this is not available, as, for instance, in the case of some non-quoted companies, the valuation is based on the nominal value of the shares acquired.

The merger of companies A and B to form C is treated as the acquisition by C of A and B. The value included, therefore, covers both A and B, whereas if A acquires B, only the value of B is included.

The figures for the years 1964 to 1967 given in Table A are not exactly comparable with the later figures since they are derived from companies' accounts relating to a variety of accounting years.

Table 3. Size analysis of companies acquired

Consideration	1969	
	Total Number of Acceptances	Percentage of Total
Over £50 million	1	*0·1*
Not more than £50 million	5	*0·6*
Not more than £20 million	12	*1·3*
Not more than £10 million	30	*3·4*
Not more than £5 million	66	*7·4*
Not more than £2 million	58	*6·5*
Not more than £1 million	117	*13·1*
Not more than £500 thousand	166	*18·6*
Not more than £200 thousand	157	*17·6*
Not more than £100 thousand	279	*31·3*
Total	891	*(100)*

Table 4. Diversification or concentration

	Total		Within same industry group				With different industry group			
	Number	Expenditure	Number	Expenditure	Per cent of Total		Number	Expenditure	Per cent of Total	
1969	891	1,106·3	484	454·6	*54·3*	*41·1*	407	651·7	*45·7*	*58·9*
1st quarter	247	419·1	132	150·3	*53·4*	*35·9*	115	268·8	*46·6*	*64·1*
2nd quarter	252	297·7	123	119·7	*48·8*	*40·2*	129	178·1	*51·2*	*59·8*
3rd quarter	197	233·3	103	70·7	*52·3*	*30·3*	94	162·6	*47·7*	*69·7*
4th quarter	195	156·1	126	113·9	*64·6*	*73·0*	69	42·2	*35·4*	*27·0*

(Continued on next page)

COMPANY MERGERS, *continued*

Table 5. Acquisitions and mergers by companies involving expenditure of more than £10 million

£ million

Acquiring company	Acquired company	Expenditure			
		Total	Cash	Ord. Shares	Loan Stock & Pref. Shares
1st quarter					
Schweppes	Cadbury Group	96·3		93·7	2·6
Electrical & Musical Industries	Associated British Picture Corp.	29·3		25·1	4·2
Beecham Group	Horlicks	19·7	2·5	7·7	9·5
Whitbread & Co.	Strong & Co. of Romsey	15·2		14·6	0·6
Berger, Jenson & Nicholson	British Paints	14·0		6·1	7·9
British Insulated Callenders Cables	Reliance-Clifton Cabliss	12·8	0·1	8·9	3·8
Star (Great Britain) Holdings	Rodwell Group	10·9	0·9	5·5	4·5
Slater Walker Securities	Forestal Land, Timber & Railway	11·4	6·5	4·9	
British Petroleum	Western Ground Rents	17·6	17·1		0·5
2nd quarter					
Shell UK	London-Thames Haven Wharves	21·0	21·0		
Rowntree & Co.	John Mackintosh & Sons	16·6	0·4	16·2	
Philips Brocklehurst	Anglo-Portuguese Telephone Co.	15·7		15·7	
3rd quarter					
Distillers	United Glass	14·1	14·1		
Imperial Tobacco	Ross Group	41·6			41·6
Glynwed	Allied Ironfounders	24·7		10·6	14·1
Grand Metropolitan	Express Dairy	28·0	2·2	20·0	5·7
4th quarter					
British Petroleum	Alexander Duckham	11·3		11·3	
CIBA (UK)	Ilford	12·4	12·4		

Chief Fire Officer Bouwer of Vereeniging Fire Brigade, South Africa, receiving a Simon Snorkel SS50 firefighting and rescue unit from Mr. W. H. Peterking, manager of the Materials Handling Division of Koppel Engineering Ltd., Johannesburg, on behalf of Simon Engineering Dudley Ltd., Worcestershire. There are now 16 Simon Snorkels in service in South Africa.

Table 6. Industrial analysis – continuity table

£ million

Industry Group of Acquiring Company	Old Population						New Population		
	1968 No. of Companies		Total Expenditure	1969 No. of Companies		Total Expenditure	1969 No. of Companies		Total Expenditure
	Acquiring	Acquired		Acquiring	Acquired		Acquiring	Acquired	
Companies Trading mainly in United Kingdom:									
Manufacturing industries:									
Mining				2	2	0·3	2	2	0·3
Food	16	21	92·2	12	12	28·0	17	18	28·8
Drink	10	15	172·6	7	8	131·7	8	9	131·8
Tobacco	2	20	9·0	4	6	47·3	4	6	47·3
Chemical and allied industries	21	30	121·3	21	30	79·8	25	36	80·9
Metal manufacture	13	19	12·6	20	22	28·1	21	24	28·6
Non-electrical engineering	48	59	80·4	56	66	85·0	70	84	99·2
Electrical engineering	25	38	541·1	24	30	103·5	32	39	105·4
Shipbuilding and marine engineering	4	4	2·7	1	2	9·1	1	2	9·1
Vehicles	12	16	478·3	10	11	2·7	13	17	3·4
Metal goods not elsewhere specified	25	32	33·3	18	25	43·1	28	37	47·5
Textiles	42	63	186·0	37	51	36·4	50	66	40·1
Clothing, leather, fur and footwear	9	10	3·9	17	21	7·7	26	34	9·5
Bricks, pottery, glass, cement, etc.	32	38	79·5	26	32	17·8	28	32	15·7
Timber, furniture, etc.	5	7	7·7	9	13	2·7	13	17	3·1
Paper, printing and publishing	17	17	6·4	24	27	16·6	29	32	20·4
Other manufacturing industries	15	20	33·2	15	16	18·8	21	23	19·2
Total	296	391	1,860·2	303	374	658·6	388	478	690·2
Distributive and service trades:									
Construction	24	34	71·9	19	25	8·1	47	56	20·7
Transport and communication (excluding shipping)	10	13	30·8	10	13	1·6	12	15	2·5
Wholesale distribution	49	56	66·4	34	38	44·5	53	57	47·3
Retail distribution	36	46	44·0	26	30	21·3	31	40	23·6
Miscellaneous services	33	39	73·0	36	52	75·3	67	98	91·7
Total	152	190	286·1	125	158	151·0	210	266	186·1
Industrial holding companies				7	7	8·0	36	43	85·7
Property companies	21	26	122·9	27	30	54·5	42	48	74·2
Overseas acquisitions:									
By manufacturing	19	20	39·1	24	31	27·0	25	32	27·2
By distribution and property	10	11	4·4	10	12	8·1	10	12	8·1
Total trading mainly in United Kingdom	498	638	2,312·7	496	612	908·5	711	879	1,070·5
Companies trading mainly overseas:									
United Kingdom companies acquired							9	12	35·8
Overseas companies acquired									
Total	498	638	2,312·7	496	612	908·5	720	891	1,106·3
United Kingdom companies acquired	469	607	2,269·2	471	580	881·3	685	847	1,071·0
Overseas companies acquired	29	31	43·5	25	32	27·2	35	44	35·3
Total	498	638	2,312·7	496	612	908·5	720	891	1,106·3

Table 7. Industrial analysis (old population)

£ million

Industry Group of Acquiring Company	4th quarter 1969						1969 Total					
	No. of Companies		Expenditure				No. of Companies		Expenditure			
	Acquiring	Acquired	Total	Cash	Ordinary Shares	Loan Stock and Shares	Acquiring	Acquired	Total	Cash	Ordinary Shares	Loan Stock and Pref. Shares
Manufacturing industries:												
Mining	2	2	0·3	0·3			2	2	0·3	0·3		
Food	2	2	1·2	0·3	0·8	—	12	12	28·0	6·0	22·0	
Drink	1	1	0·7	0·7			7	8	131·7	19·9	108·4	3·4
Tobacco							4	6	47·3	5·5	0·1	41·6
Chemical and allied industries	4	5	13·6	12·6	0·7	0·3	21	30	79·8	42·6	18·6	18·6
Metal manufacture	4	4	2·0	0·9	1·1		20	22	28·1	8·3	9·2	10·5
Non-electrical engineering	9	10	9·0	1·5	2·8	4·6	56	66	85·0	25·0	36·0	24·0
Electrical engineering	8	10	15·1	2·4	11·3	1·3	24	30	103·5	14·8	69·8	18·8
Shipbuilding and marine engineering							1	2	9·1	0·2	6·7	2·2
Vehicles	2	3	0·7		0·7		10	11	2·7	0·1	1·4	1·1
Metal goods not elsewhere specified	5	6	5·4	0·7	1·7	3·0	18	25	43·1	3·3	18·4	21·4
Textiles	7	14	4·8	3·7	1·2		37	51	36·4	13·2	18·9	4·4
Clothing, leather, fur and footwear	4	4	1·5	0·4	0·8	0·4	17	21	7·7	1·7	5·2	0·8
Bricks, pottery, glass, cement, etc.	5	5	1·6	0·1	0·9	0·7	26	32	17·8	4·5	10·3	3·0
Timber, furniture, etc.	2	3	0·3	0·3			9	13	2·7	2·2	0·5	
Paper, printing and publishing	7	7	6·7	0·4	5·9	0·3	24	27	16·6	0·9	13·2	2·4
Other manufacturing industries	2	2	8·7	0·6	8·1		15	16	18·8	1·6	16·4	0·8
Total	64	78	71·5	24·9	36·0	10·7	303	374	658·6	149·4	357·6	151·8
Distributive and service trades:												
Construction	4	7	1·4	1·1	0·3	—	19	25	8·1	5·8	1·4	0·7
Transport communication (excluding shipping)	3	5	0·3	0·2	0·1		10	13	1·6	1·5	0·1	
Wholesale distribution	11	12	9·3	1·7	3·9	3·7	34	38	44·5	7·5	31·6	5·5
Retail distribution	5	6	7·4	4·3	3·2		26	30	21·3	7·9	10·7	2·8
Miscellaneous services	8	10	6·3	0·9	1·0	4·4	36	52	75·3	13·2	44·7	17·4
Total	31	40	24·8	8·2	8·4	8·1	125	158	150·8	35·9	88·5	26·4
Property	5	5	6·6	5·5	1·1		27	30	54·5	7·3	29·8	17·4
Overseas acquisitions:												
By manufacturing	2	2	0·9	0·6	0·3		24	31	27·0	24·7	2·4	
By distribution and property	3	5	1·1	1·1			10	12	8·1	7·7	0·4	
Total including Overseas	105	130	104·9	40·3	45·7	18·9	489	605	899·1	224·9	478·4	195·9
Industrial holding companies	4	4	6·3	1·9	2·6	1·8	7	7	9·4	4·1	3·2	2·1

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Production deliveries and orders on hand in the engineering industries

PROVISIONAL FIGURES now available for 1969 covering deliveries and orders in the engineering industries show a general increase over the 1968 level. Total deliveries increased by six per cent mainly because of a 13 per cent increase in export deliveries during the year.

Exports also led the way in net new orders with 23 per cent increase over the 1968 level; home net new orders rose by seven per cent. With new orders much higher than deliveries export orders on hand were 23 per cent up on the level of December 1968. With a smaller increase in orders from the home market orders-on-hand were three per cent above the level of December 1968.

The three latest months figures were provisional. Trends are better indicated by quarterly comparisons. These suggest that:

(a) home net new orders show stronger upward movement than exports although from a lower base

(b) both home and export deliveries are on a gently rising trend.

Production in the mechanical, instrument and electrical engineering industries in the three months ending November 1969 show very little change overall.

Description of the Statistics

The volume indices of yroduction in Table 1 relate to the engineering and electrical goods industries as defined in Orders VII, VIII and IX of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Table 2 relate to the engineering and electrical goods industries as defined in Orders VII-IX of the Standard Industrial Classification, together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order XI of the Standard Industrial Classifications).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Table 1. Engineering and Electrical goods (SIC Orders VII, VIII and IX)

Index numbers of the volume of production and exports

	Production – Seasonally adjusted				Exports
	Total	Mechanical Engineering (†)	Instrument Engineering (‡)	Electrical Engineering (§)	(‖)
	1963 = 100				1961 = 100
1963	100	100	100	100	106
1964	109	109	108	109	105
1965	113	115	120	109	111
1966	122	123	122	121	116
1967	126	123	123	129	113
1968	131	126	135	137	126
1967 1st qtr.	122	124	119	121	123
2nd qtr.	125	123	121	127	123
3rd qtr.	125	123	126	128	103
4th qtr.	126	122	127	131	102
1968 1st qtr.	127	122	135	134	132
2nd qtr.	133	126	132	143	128
3rd qtr.	130	126	137	136	116
4th qtr.	133	131	135	135	127
1969 1st qtr.	135	129	136	143	126
2nd qtr.	139	138	136	142	141
3rd qtr.	137	139	135	134	136
4th qtr.					
1968 July	129	124	137	134	
August	132	126	139	138	
September	131	126	136	136	
October	132	130	134	134	
November	134	133	136	136	
December	132	131	134	134	
1969 January	129	123	136	138	
February	137	132	131	145	
March	138	132	141	146	
April	139	136	132	143	
May	138	137	138	140	
June	141	140	137	143	
July p	135	141	134	129	
August p	134	134	138	133	
Sept. p	140	141	132	140	
Oct. p	134	136	129	132	
Nov. p	142	145	134	138	
Average:					
Latest 3 months	139	141	132	137	
Previous 3 months	137	138	136	135	
Percentage increase	*1*	*2*	*– 4*	*1*	

p Provisional
(†) Covers Minimum List Headings 331 to 349 of the Standard Industrial Classification
(‡) Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification
(§) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification
(‖) Quarterly index of the value at constant (average 1961) prices of exports included in Division 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Orders VII-IX of the Standard Industrial Classification

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Table 2. Engineering Industries (Orders VII, VIII and IX and part Order XI †) seasonally adjusted

Index numbers of the volume of orders and deliveries (*x*)

	Orders on hand (end period)	Net new orders	Deliveries	Orders in hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted	Average 1963 deliveries =100		December 1963 (unadjusted =100)	Average 1963 deliveries =100		December 1963 (unadjusted =100)	Average 1963 deliveries =100	
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1969	118	139	132	102	135	133	163	148	131
1967 1st quarter	112	104	119	112	106	122	114	99	111
2nd quarter	113	120	119	110	119	124	121	122	107
3rd quarter	112	117	121	108	119	127	124	112	106
4th quarter	108	109	119	102	111	126	124	104	105
1968 1st quarter	107	119	121	100	119	125	128	120	110
2nd quarter	104	118	127	98	124	130	124	108	117
3rd quarter	104	125	125	96	122	128	130	132	118
4th quarter	108	134	127	99	140	131	133	122	116
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter	119	155	133	104	146	132	162	174	134
3rd quarter	116	124	133	100	120	133	162	134	133
4th quarter p	118	142	136	102	144	137	163	137	135
1968 July	104	127	124	98	129	129	126	124	112
August	105	124	123	97	119	127	129	136	113
September	104	124	130	96	119	130	130	136	130
October	105	130	123	96	138	128	130	114	108
November	106	135	128	98	141	132	131	122	116
December	108	138	130	99	142	133	133	130	124
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April	118	182	126	106	184	129	152	169	121
May	119	146	134	106	137	133	157	169	136
June	119	137	138	104	117	135	162	184	146
July	115	91	126	100	84	125	159	108	128
August	115	137	132	100	137	133	160	138	130
September	116	144	142	100	139	142	162	156	142
October p	116	141	140	100	146	140	161	127	140
November p	117	147	135	101	146	137	163	149	129
December p	118	139	134	102	140	133	163	135	136
Average:									
Latest three months	118	142	136	102	144	137	163	137	135
Previous three months	116	124	133	100	120	133	162	134	133
Percentage change (§)	*+2*	*+14*	*+2*	*+3*	*+20*	*+2*	*+1*	*+2*	*+1*

p Provisional

(†) Engineering and electrical goods (S.I.C. Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order XI)

(‡) At constant prices

(§) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier

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Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in December 1969 was 3 per cent less than in December 1968; for 1969 as a whole it was 1 per cent more than in 1968.

Statistics issued by the Textile Council show that in 1969 the amount of cloth woven was at the same level as in 1968, production of single yarn was 2 per cent less and the amount of yarn doubled was 4 per cent more.

Production in the cotton industry

Annual totals and weekly averages

	Single Yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·3	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1969 § p	366·4	161·5	103·2	134·1	150·5	723·4	588·5
1968 November	7·9	3·4	2·3	2·3	2·9	15·4	11·7
December	6·7	2·9	1·9	2·1	2·4	12·7	9·9
1969 January*	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·3	3·2	14·7	11·8
March	7·7	3·0	2·1	2·7	3·1	14·9	12·1
April*	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6
June	6·6	3·0	1·9	2·4	2·8	15·0	11·8
July*	5·3	2·3	1·6	2·1	2·2	9·3	8·2
August	7·1	3·3	1·8	2·6	2·4	14·3	11·1
September	6·0	2·8	1·8	2·4	3·0	12·2	10·4
October*	7·5	3·5	2·1	2·9	3·0	14·7	12·2
November	7·4	3·6	2·1	2·8	3·4	14·8	12·3
December*	6·2	3·0	1·7	2·3	2·7	12·3	10·0

(†)Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in December 1969 was 3 per cent less than in December 1968; for 1969 as a whole it was 1 per cent less than in the previous year.

Statistics issued by the Wool Industry Bureau of Statistics show that in 1969 deliveries of woven fabrics (excluding blankets) were 3 per cent less than in 1968, and deliveries of worsted yarn (excluding semi-worsted yarn) were 4 per cent less. Production of wool and hair tops in 1969 was 5 per cent less than in 1968 and of man-made fibre tops 16 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.				Million sq. yds.			
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1969	384·6	202·9	93·0	313·6	221·5	155·6	130·6	32·2
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
3rd qtr.	84·7	45·7	21·6	66·3	48·9	38·8	29·6	5·6
4th qtr.	93·9	49·2	24·7	78·1	57·4	38·1	33·8	8·5
1968 Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2
Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5
Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7
June	34·9	18·3	7·5	28·7	19·4	14·3	11·1	2·3
July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3
Aug.	23·0	10·6	5·0	20·5	14·1	11·0	7·9	1·9
Sept.	31·2	17·3	8·1	23·7	17·8	14·1	11·1	2·4
Oct.	33·5	17·4	9·0	27·5	21·2	13·7	11·9	2·7
Nov.	30·5	16·0	8·6	25·3	18·3	12·9	11·3	2·3
Dec.	29·9	15·7	7·2	25·3	17·9	11·5	10·7	3·5

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In December deliveries of semi-worsted yarn were 1·3 million lb.

(Continued on next page)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, February 20, 1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Night After Night After Night	Br/E34625	87	February 16	Butcher's Film Distributors Ltd.	Dudley Birch Films Ltd.
A City For All Seasons	Br/E 34632	19	February 17	New Realm Pictures Ltd.	British Railways Board Films Service
Livingston – A Town For The Lothians	Br/E 34685	21	February 18	Warner-Pathe Distributors Ltd.	International Film Associates (Scotland) Ltd.
The Last Shot You Hear	Br/E 34690	91	February 19	Twentieth Century-Fox Film Co. Ltd.	Lippert Films Ltd.
Under The Table You Must Go	Br/E 34693	52	February 19	Butcher's Film Distributors Ltd.	Global Film Ltd.
Movietone News 2124	Br/E 34647	7	February 20	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2124A	Br/E 34648	8	February 20	" " "	" "
Pathe News 70-14	Br/E 34594	7	February 20	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 70-15	Br/E 34595	8	February 20	" " "	" "
				FOREIGN	
The Computer Wore Tennis Shoes	F 34626	90	February 16	Walt Disney Productions Ltd.	Walt Disney Productions
Sky Capers	F 34627	15	February 17	United Artists Corp. Ltd.	Pyramid Films Productions
I've Got Ants In My Plans	F 34628	6	February 17	" "	Mirisch D.F. Productions
Week-End Italian Style	F 34629	91	February 17	Ranworth Film Services Ltd.	Ultra Films, Rome, Les Films Du Siecle, Paris, and Altura Films, Madrid
The Return of Dr. Mabuse	F 34630	88	February 17	" "	CCC Films, Berlin
Monkey Money	F 34631	92	February 17	" "	Sud Pacifique Films, Capitole Films, Paris, Benito Perojo, Madrid and Arco Film, Rome
My Dog The Thief	F 34686	80	February 18	Walt Disney Productions Ltd.	Walt Disney Productions
The Lost Man	F 34687	110	February 18	Rank Film Distributors Ltd.	Universal International Films Inc.
Errigal	F 34688	14	February 19	Contemporary Films Ltd.	Department of External Affairs, Dublin
Mists Of Time	F 34689	30	February 19	" "	Radio Telefis Eireann, Dublin
Belmont Park	F 34691	8	February 19	Paramount Pictures (UK) Ltd.	Paramount Pictures Corporation
Medium Cool	F 34692	111	February 19	" "	H. and J. Pictures Inc.

Amendments to the Register

The playing time of the film 'Heartbeat (La Chamade)' (F 34563) registered on January 20, 1970, has been amended to 105 minutes.
The playing time of the film 'Mr. Freedom' (F 33881) registered on January 31, 1969, has been amended to 82 minutes.

Exports of wool textile products

Quarterly averages or totals for quarters

	Total	Wool tops		Yarns		Woven fabrics		Other wool textile products (†)
	£m.	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.
1963	32·72	10·71	24·00	5·32	8·47	15·9[illegible]	22·32	0·75
1964	32·95	9·60	18·79	5·52	8·03	16·81	22·36	1·03
1965	30·52	7·24	16·00	5·13	7·55	17·00	22·19	1·15
1966	29·07	7·17	15·67	5·02	7·38	15·96	20·29	0·92
1967	25·95	5·63	12·85	4·51	6·92	14·96	18·91	0·84
1968	28·70	5·99	14·02	5·11	7·90	16·53	20·76	1·07
1969	31·35	6·64	14·34	5·83	8·86	17·77	20·77	1·11
1967								
1st qtr.	28·09	6·77	15·31	4·99	7·55	15·36	19·77	0·97
2nd qtr.	27·83	5·98	13·53	4·98	7·65	15·97	19·74	0·90
3rd qtr.	24·73	5·18	11·49	4·17	6·34	14·59	18·53	0·79
4th qtr.	23·14	4·60	11·08	3·90	6·16	13·92	17·60	0·72
1968								
1st qtr.	26·59	5·66	14·33	4·53	7·09	15·33	19·84	1·07
2nd qtr.	28·46	6·43	14·71	4·69	7·19	16·29	20·30	1·05
3rd qtr.	29·84	6·24	14·04	5·03	7·75	17·54	22·03	1·03
4th qtr.	29·92	5·61	13·00	6·19	9·59	16·98	20·86	1·14
1969								
1st qtr.	28·13	6·05	13·37	5·39	8·28	15·69	19·10	1·00
2nd qtr.	33·24	7·92	17·00	5·95	8·89	18·33	21·12	1·05
3rd qtr.	32·52	6·85	14·40	5·94	8·91	18·54	21·84	1·20
4th qtr.	31·52	5·73	12·59	6·06	9·36	18·53	21·02	1·20

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheep's or lamb's wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

Textile and clothing industries: orders and deliveries

IN THE FOURTH QUARTER of 1969 net new orders received by the textile and clothing industries were 5 per cent less than in the third quarter; deliveries, which were 1 per cent less, exceeded net new orders with the result that order books were 5 per cent less at the end of December than at the end of September.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

For 1969 as a whole, net new orders were 3 per cent less while deliveries were 2 per cent more than in 1968. As deliveries exceeded new orders there was a fall of 3 per cent in the order books between the end of 1968 and the end of 1969.

Textile and clothing industries†

Index numbers of the volume of total orders and deliveries(§)

	Orders-on-hand (end period)	Net new orders	Deliveries
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965	121	98	99
1966	105	92	97
1967	114	93	91
1968	129	99	96
1969 p	125	96	98

	Net new orders		Deliveries	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	92	96
4th quarter	129	129	107	97	100	96
1969 1st quarter	133	134	103	100	99	97
2nd quarter	135	131	101	99	100	102
3rd quarter p	124	131	82	96	92	96
4th quarter p	125	125	100	91	99	95
1968 October	123	127	108	90	106	95
November	129	126	125	102	108	99
December	129	129	88	99	87	95
1969 January	130	130	94	99	91	95
February	133	133	110	105	103	98
March	133	134	103	97	102	97
April	135	135	101	100	95	99
May	137	132	102	98	99	101
June	135	131	101	99	105	105
July p	133	133	80	97	87	94
August p	128	132	75	92	89	95
September p	124	131	91	97	103	100
October p	125	129	107	90	104	94
November p	128	124	112	92	105	96
December p	125	125	80	90	88	95

(†) Wool, hosiery (and other knitted goods) made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average 1958) prices.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for December, 1969, is 147 (1963=100). This is 8 points lower than for November, 1969, and 5 points higher than for December, 1968.

The index numbers for the main industrial groups with the increase or decrease on December, 1968, shown in brackets are, textiles 187 (+11 points); clothing 103 (−5); engineering and metals 121 (−4); food drink and tobacco 107 (+4); timber and furniture 143 (+5); mineral products 112 (+1); other manufacturing industries 229 (+21); gas, electricity and water 207 (+24).

Exhibitions and Fairs

British sporting goods hit the target in US

by E. W. Langley, British Consulate-General, Chicago

THE NATIONAL Sporting Goods Association Convention and Show, considered by the industry generally to be the largest of its kind anywhere in the world, took place this year in Chicago from February 1-5. The Board of Trade, in conjunction with the Federation of British Manufacturers of Sports and Games together with the Camping Trades Association, organized a joint venture in which 13 British firms took part. Other British subsidiaries or distributors participated independently.

The exhibits were on display at the Navy Pier on Lake Michigan and the Palmer House Hotel and covered a combined area in excess of 600,000 sq. ft. The British products were prominently displayed at both locations. The Navy Pier was divided into sections for specialized products and exhibits and included areas for hunting, fishing, camping, winter sports and reloading equipment, while the Palmer House featured such exhibits as gymnasium and athletic equipment, clothing displays, golf accessories, aquatic and indoor recreational aids. For the first time at this important trade show, an entire floor was devoted to a display of giftware, especially orientated to the sportsman.

Americans are taking to sports activities in record numbers, regardless of the season or weather conditions, with the result that retail sales of sporting goods have risen by 10.2 per cent in 1969 with dollar volume of more than $4 billion. The industry is especially optimistic for 1970 and sales figures are projected at $4.5 billion, an increase of 10 per cent over last year.

Amid an enthusiastic business atmosphere, the British firms reported unanimous success and promised to return again next year. One firm in particular, who reported that they had done no business in the United States in 1968, estimated that as a result of participation at the show, the volume of orders for this year would be in excess of $168,000. However, in addition to the depth of experience gained, some important local contacts were made and numerous agency appointments negotiated.

Darts artistry and accuracy

Undoubtedly, the focal point of interest at this show was the booth at which Mr. Barry Twomlow, the current individual darts champion of England and Wales, demonstrated his artistry with 'the flights'. This particular game, being in its infancy in this country, is predicted to be the fastest growing indoor sport in the coming year. The champion delighted the spectators by challenging all comers to play against him at a local pub. There was, of course, no shortage of response and Mr. Twomlow was able to retain his unbeaten record despite the accuracy of his opponents.

Attracting the attention of trade buyers to the event was achieved by arranging a reception at the Consulate-General on the second evening of the show. The event was expanded to offer hospitality not only to large store buyers but also the executives of the National Sporting Goods Association, resident British agents, the trade press, sporting goods manufacturers and potential distributors.

Mr. Alan Rothnie, the Consul-General, visited the British stands at both locations and spent some time discussing the show and the value of British participation with the exhibitors.

Foreign exhibits, other than the British, consisted of 25 firms from Italy, 19 from Belgium, 28 from Austria, and 19 from Canada. In addition, there were Government sponsored representations from both Poland and Finland.

Next year it is proposed to mount the exhibition from February 7-11 at the newly constructed McCormick Place-on-the-Lake, Chicago.

Mr. Alan Rothnie (right), HM Consul-General in Chicago, visited British exhibitors at the National Sporting Goods Show, Chicago, to discuss the value of British participation.

Canadian farmers take a close look at British farm equipment at the Canada Farm and Industrial Equipment Show, Toronto.

(*Report on page* 534)

POSTPONEMENT OF TRADE PROMOTIONS SUPPLEMENT

Owing to printing difficulties the Programme of Trade Promotions, which was due to be published on March 4, *has had to be held over until March* 11.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO,*

Engineering exhibitions are 're-grouped'

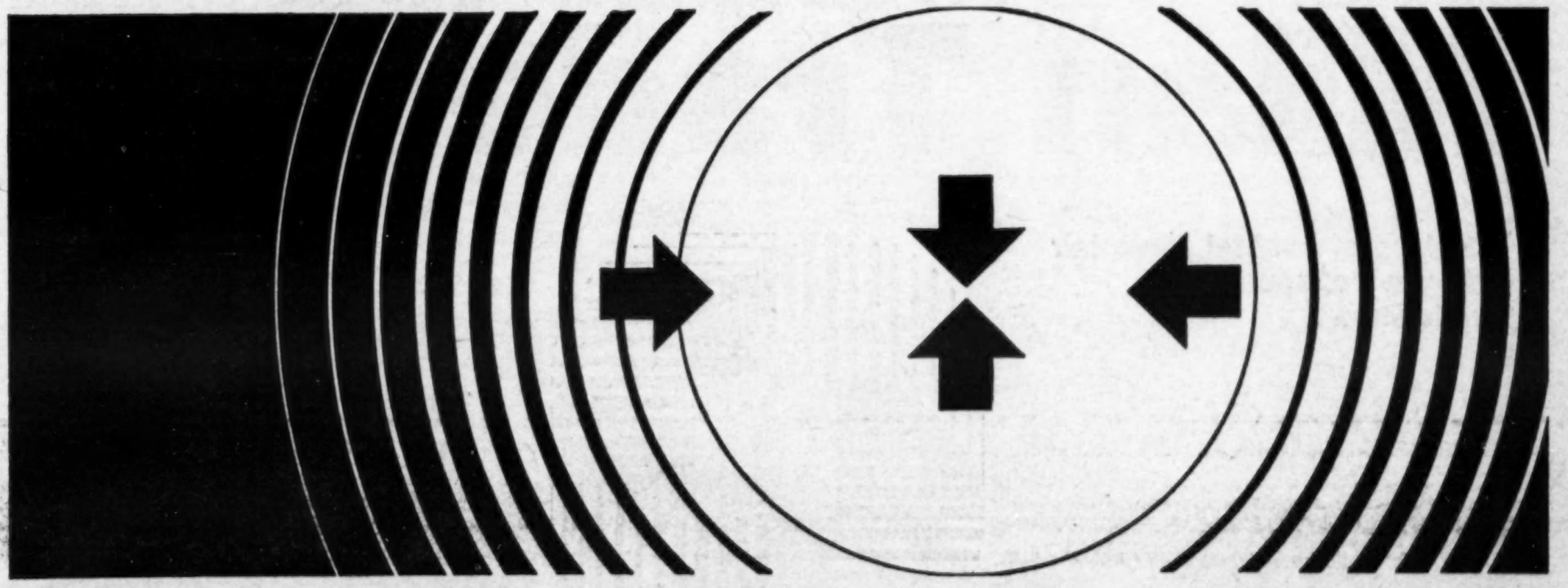
AN IMPORTANT re-grouping of the constituent exhibitions will take place when the next major biennial series of engineering exhibitions organized by the Industrial & Trade Fairs Holdings Group of Companies are held in London from April 21-29, 1971.

The International Welding Exhibition, for many years held as a separate section of the London International Engineering and Marine Exhibition, will be greatly expanded to include metal fabrication plant. It will be re-titled International Welding and Metal Fabrication Exhibition, and will occupy the whole of the Grand and West Halls of Olympia, comprising approximately twice the area of any previous Welding Exhibition.

Simultaneously, the long-established London International Engineering and Marine Exhibition will be held in seven main product sections, each comprising as pecialized exhibition in itself in Earls Court and in the remaining area of Olympia, and will also incorporate within these sections the small, but highly successful, Engineering Materials and Design Exhibition previously held at a different time of year. All these separate exhibitions and specialized sections will be promoted internationally under the one collective title – Engineering '71.

The object of this re-grouping is, on the one hand, to make possible a higher degree of specialization and development by separating the exhibitions in different sections and venues, but on the other hand to retain the great advantage of being able to apply the combined revenues of these events to advertising and publicity on a sufficient scale to attract foreign buyers in large numbers.

At the Furniture Show in London recently, the British half of an agreement between the Dunlop Co.'s Dunlopillo Division and Roth et Cie of Switzerland was signed. Roth will distribute the Dunlopillo range of beds and bedding in Switzerland under the agreement. Seen here are Mr. D. J. Flunder, a director of Dunlop, who is signing the agreement watched by Mr. Digby Collins, general manager, and Mr. Tony Harral, marketing manager, export, who had just returned from Switzerland after finalizing the terms. The Furniture Show was opened on February 2 by Mr. Harold Lever, Paymaster-General, and closed on February 14. Speaking at the opening, Mr. D. D. Mitchell, chairman of BFM Exhibitions, said that furniture exports had grown steadily since the exhibition began, 21 years ago. Last year exports increased by 30 per cent and that followed a 20 per cent increase the year before



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Joint venture at Toronto Farm and Industrial Equipment Show

by P. F. Newman, British Government Office in Ontario, Toronto

THE Canada Farm and Industrial Equipment Show, Toronto, January 28-31, is a well established annual trade show which its organizers, with justifiable pride, claim as being the world's largest annual indoor display devoted exclusively to agriculture. Since it comprises 14 acres of covered exhibition space with some 220 main exhibitors it would seem to have fair title to this eminence.

The statistics show that about 135,000 visitors pass through the exhibition halls during the four days they are open. Most of these visitors are either farmers or manufacturers, wholesalers, distributors and dealers directly concerned with the farming business. There is also a fair sprinkling of agricultural college students – the farmers of tomorrow. The exhibits cover all aspects of the farmer's business from machinery to chemicals, but exclude livestock. The livestock side of the business is the main feature of the Royal Agricultural Winter Fair held in Toronto each November. Thus with these two major Canadian shows, both held in our city, the Ontario farmer is particularly well served. And both are shows which are well attended by visitors from all provinces of Canada.

In order to further the promotion of exports of British farm machinery to Canada, the Board of Trade offered joint venture scheme terms to any British manufacturers wishing to participate in a British group exhibit. The Agricultural Engineers' Association agreed to act as group sponsors and in the event seven firms participated on 3,000 square feet of prime exhibit space located immediately before the show's main entrance.

By the end of the four days that the show ran all members of the group were able to report that their presence had been justified both as regards a dollar and cent return as well as in the more nebulous and less easily quantified realm of product exposure. In addition, those without agents received sufficient inquiries from Canadian firms wishing to represent them in Canada to enable decisions to be taken. All declared that they would wish to return to the same place at the same time next year.

As next year's show (scheduled for January 27-30) is also its 25th, and silver anniversary, it is expected that there will be more than the usual amount of interest and promotional activity. In order therefore to be sure of space in the same excellent location it would be advisable if manufacturers who are interested in participating there get in touch as soon as possible with either Mr. E. C. Lanning of The Agricultural Engineers' Association at 6 Buckingham Gate, London, S.W.1 (Tel. 01-828 7973/6) or Trade Promotions Branch of the Board of Trade at Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757), stating what products they would like to exhibit and how much space they would require.

World interest in British electronics

THE INTERNATIONAL Instruments, Electronics and Automation Exhibition at Olympia from May 11 to 16, the biggest show of the series so far, indicates a sharp intensification of Britain's technological export drive.

Commenting on this aspect of the show, a spokesman for the organizers, Industrial Exhibitions Ltd., said: 'Our indications are that overseas interest in the IEA will be considerably higher than before. There will be many thousand top buyers and engineers from all over the world and it will be surprising if the record for the previous show – 9,000 visitors from 80 foreign countries – is not broken by a wide margin.'

One firm, Electrosil, report a 200 per cent increase in exports last year, after a 200 per cent increase the previous year. The export manager, Mr. Terry Ede, is looking for widening business relationships with Eastern European countries.

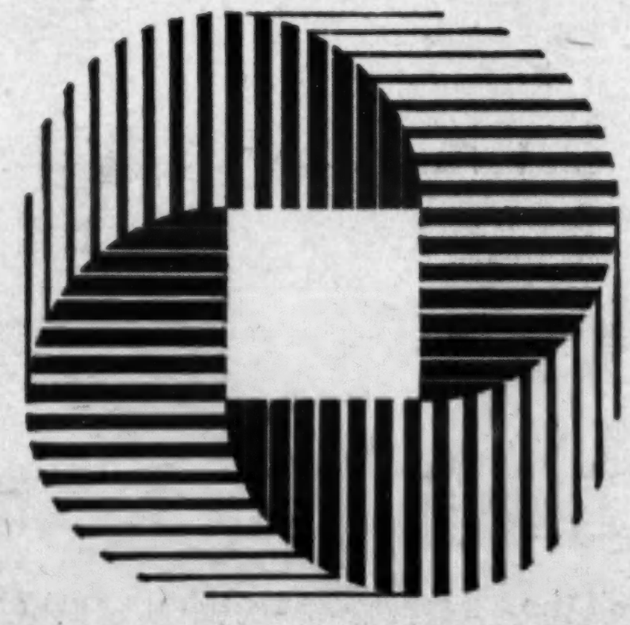
In the field of space communications, British firms are supplying ground equipment on a big scale. Orders won by the Marconi Space Communications Division reached £14 million by the end of last year, 80 per cent for export.

An outstanding feature of this year's IEA is the number of companies who are producing inexpensive but effective automation systems for the smaller manufacturers.

Automatic test equipment, particularly for use in servicing avionic installations, is growing rapidly and there is a substantial export market being met. A specialist firm, Elliott Flight Automation, has received repeat orders from a United States aircraft manufacturer bringing the customer's total orders for computer-controlled automatic test systems to $10 million.

Milan Trade Fair

12 days of general trade fair
292 days of specialized trade shows



Figures speak for themselves. Here then is the picture of Milan's last annual May-April exhibition cycle: 43 specialized trade shows as well as the general trade fair □ 23,797 exhibitors □ over 1.3 million sq. yds. of display sites and premises □ 90 countries sending exhibitors □ 74 countries officially participating □ 4,260,271 visitors from 137 countries of all continents.

Plan a visit to Milan Trade Fair between 14 and 25 April next. Make a point of coming to the specialized trade show that covers your line of business.

The Advance Catalogue, listing 80% of all exhibits shown at the big April trade fair, will be issued on February 1st. Its detailed index of commercial items is in Italian, English, French, German and Spanish.

Visitors' Cards and information may be obtained from: Segreteria Generale Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 31 Old Burlington Street, London W. 1 ☎ 01-734 2411.

Missions from the National Children's Wear Association and the British Footwear Manufacturers Federation both staged successful samples displays in Tokyo recently. Left: Child models show off garments from the clothing on display by the National Children's Wear Association at a highly successful press preview. During the show itself, 240 trade visitors, representing 109 companies, came to view the 'London Look for Children in Tokyo at the Hilton Hotel. Right: 153 trade visitors representing 75 companies come to inspect and place orders for the goods shown by the British Footwear Manufacturers Federation at the New Otani Hotel. In both cases the missions had come to follow up their success during British Week in Tokyo, and to prove the suitability of British products for the Japanese market.

Major success for British group at Southern California Boat Show

By B. V. Bull, Vice-Consul (Commercial), British Consulate-Gene ral, Los Angeles

AN IMPRESSIVE display by seven members of Britiain's boatbuilding and marine equipment industry once again constituted the largest single exhibit at the 14th Southern California Boat Show, held in Los Angeles from January 23 to February 1. The Show was organized by the Southern California Marine Association and included for the first time a national entry from France.

The British exhibit was sponsored jointly by the Ship and Boat Builders National Federation and the Board of Trade, whilst the stand, which was singled out for many favourable and envious comments, was designed by the Central Office of Information.

Experience has shown that it is often difficult to judge the success of a trade exhibit simply by adding up the value of orders taken at the end of the show. However, in this instance it is worth recording that by the time the show had closed its doors, the British contingent had chalked up 'firm' orders worth more than $40,000. Individual successes reported by the British firms included an order for Alexander Robertson & Sons Ltd. for three 25ft. 'Piper' racing sloops, whilst Russell Marine Ltd. at Southend-on-Sea sold an equal number of their 'Vivacity' 21ft. and 24ft. yachts designed specifically for the United States market. Other successes were secured by Westerly Marine Ltd. with their 18ft. 'Nimrod' general purpose yacht with sparkling performance and Small Craft Blue Hulls Ltd., who displayed their competitively price 16ft. 'Weyfarer' family dinghy.

This was the second successive year that members of the SBBNF had attended the show in collaboration with the Board of Trade, and the general opinion of the British exhibitors was that it had been an unqualified success. The participants also agreed that the many serious inquiries received during the duration of the show could very easily increase the order book value by as much as $200,000.

In addition to the joint venture group, a number of British firms exhibited independently or through their local distributor and they also reported very encouraging results.

When the Southern California Boat Show was first held in 1957 it attracted 28 exhibitors and 35,000 visitors. The corresponding figures for this year's event, namely, 140 exhibitors and an attendance of 168,000, illustrates the rapid development and popularity of the event amongst the boat and yachting fraternity in Southern California.

Commenting on the success of the British exhibit, Mr. A. G. Jones, exhibition manager of the SBBNF, said: 'Our entry into the Los Angeles arena confirms the view that there is a good market for British sailboats in California and that we have every intention of returning to the area next year.'

Part of the joint venture stand at the Southern California Boat Show in Los Angeles.

Soviet foreign specialized exhibitions: an increasingly important aid to sales promotion in the USSR

by H. B. Formstone, Second Secretary (Commercial), British Embassy, Moscow

THE TWO latest Soviet foreign specialized exhibitions 'Electronmash' and 'Mebelindustri' closed in Sokolniki Park, Moscow, on January 31, having been open for 10 days. During this time, the companies which took part were able to demonstrate their equipment at first hand to specially invited Soviet experts in the respective fields, including not only those from the Moscow area, but from industrial centres much further afield.

Electronmash

This exhibition covered high technology equipment used in the production of electronic and microelectronic systems. More than 70 Western firms took part including particularly strong representation from the Federal Republic of Germany, Japan and the United States. Four British companies participated. The exhibition aroused great interest among Soviet experts and a substantial amount of business was done.

Mebelindustri

Machines, equipment, instruments and materials used in the furniture and other wood working industries formed the theme of this exhibition. Over 50 Western firms took part, those from the Federal Republic of Germany and Italy predominating. Two British companies exhibited. Here again, Soviet interest was very great and much of the equipment exhibited was sold. The Soviet Union plans substantially to increase the output of the woodworking industries and the latest production techniques were consequently given close attention.

Despite the disappointingly small British participation in both exhibitions a significant amount of business was done by those British firms which took part, and their prospects for future orders appear to be good.

Foreign specialized exhibitions ('foreign' because there are no Soviet exhibitors) are a comparatively new feature of export promotion in the USSR. The first took place in November 1968, and a comprehensive programme of future exhibitions covering a wide range of industries is planned for 1970 and 1971. A full list is given at the end of this article.

Three main factors

Specialized exhibitions have already proved themselves to be an effective medium for furthering existing business links with the Soviet Union and for breaking into the market. There are three main factors which make participation in these exhibitions potentially so rewarding for British firms. Firstly, they are precisely geared to Soviet requirements and plans in the particular sector of industry that they cover. The decision by the Soviet authorities to hold an exhibition in a given field is taken at a very high level, and is in itself a clear indication that the Soviet Union intends to purchase from abroad equipment or products of the kind concerned. Secondly, only those firms whose products correspond in some way to Soviet requirements are invited to take part. This process of selection is conducted by the Ministries and Institutes responsible for the subject field. The Soviet organizers initially send out invitations to companies which they already know to have something of interest to Soviet industry, and they usually specify the items of equipment which they would like to see displayed. Firms not so invited may apply to the All Union Chamber of Commerce to take part, but their application is normally only accepted if their equipment closely matches Soviet requirements. In other words, an application to take part does not automatically mean that an invitation will be issued. The third important factor is that the exhibitions are not open to the general public. By and large, only Soviet engineers, designers and specialists, etc., are invited to visit them. Thus in most cases the people who call at the stands of participating companies have a direct professional interest in the exhibit, and hence a general interest in the possibility of purchase.

In the specialized exhibitions held so far, the majority of British companies which have taken part have found the exercise to be useful and rewarding both from the point of view of immediate sales and in laying the foundations of future business. There can, of course, be no guarantee that each and every firm taking part will receive orders, either at the exhibition or thereafter. But the indications are that the Soviet authorities recognize that the selective approach they have adopted places upon them some degree of obligation to purchase a substantial proportion of the total volume of exhibits. The proportion of exhibits sold off the stands is thus higher than at the ordinary Soviet exhibitions, where a selective method of invitation is not applied.

If any of the specialized exhibitions in the following list are of interest to your company you should contact Mr. J. R. Schaffer in the Fairs and Promotions Branch of the Board of Trade for further information.

Exhibition and Products Covered	Date	Place
Modern equipment for the glass, brick and ceramic manufacturing industries	May 20-30, 1970	Leningrad
Equipment used in the production of jewellery	July 14-24, 1970	Tallin
Mechanization of Technological processes for animal husbandry	September 10-24, 1970	Kiev
Automatic equipment and systems for traffic control	September 25-October 6, 1970	Moscow, Zal. Shakhterov Ul. Korolenko
Equipment for processing grapes and for production of fruit juices and equipment for soft drinks industry; equipment for horticulture	October 9-21, 1970	Kishinev
Modern means of mechanization and automation of postal communications	October 26-November 4, 1970	Moscow, Sokolniki Park
Prosthetic-orthopaedic articles and equipment	October 26-November 4, 1970	Moscow, Sokolniki Park
Modern geological survey equipment and instruments (including magnomometers, radio-meters, gravity meters)	October 26-November 4, 1970	Moscow, Sokolniki Park
Equipment for trade and public catering establishments	May 26-June 9, 1971	Moscow, Sokolniki Park
Equipment for producing illuminated signs (such as are used in advertisements) and examples of such signs	June, 1971	Tbilisi
Rolling stock	July, 1971	Moscow Scherbinka Station, (Moscow Region)
Equipment for underground tunnelling (including equipment for hydro-electric schemes, etc.)	July, 1971	Erevan
Modern park amusement equipment and theatre equipment	July-August, 1971	Moscow, Ismailovsky Park or Gorki Park
Foundry equipment (for mass production)	August, 1971	Leningrad
Domestic equipment for passenger aircraft; modern ground passenger services; equipment for loading, unloading and transporation of goods in airports	March-April, 1971	Moscow

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 488 of this issue.

British menswear in New York

A report from the British Trade Development Office, New York

TEN British menswear manufacturers, all well known to the American market, took part in a collective sales display sponsored by the Clothing Export Council of Great Britain under Board of Trade joint venture terms at the Warwick Hotel in New York from January 23 to 30.

The eight-day display was seen by several of the firms concerned as a means of testing the reactions of American buyers to their fashions for Autumn 1970, before their collections are finalized for presentation at the National Association of Men's Sportswear Buyers Fall Market Week which will be held at the New Yorker Hotel in New York from March 15-18. Thirty-one British firms are expected to participate and will again be sponsored by the Clothing Export Council under Board of Trade joint venture terms.

The men's wear on display ranged from fashion rainwear to fancy waistcoats and silk ties and maxi fur coats to beachwear, sweaters and knit shirts. The main emphasis, however, was on traditional British quality in clothes, reflecting the new 1970 trends in male fashion from Britain.

Retail business in the United States at present is slow, and the first few days at the display reflected this trend. A steadily increasing flow of buyers later in the week, however, resulted in many serious inquiries and business of a satisfactory volume was reported.

It has been stressed in the past that opportunities for exports of men's clothing to the United States lie principally in good quality, well styled outerwear, rainwear and men's furnishings.

The market, however, requires careful attention to styling, choice of fabrics, pricing and strict adherence to promised delivery dates. This is still very much the situation today.

The Clothing Export Council were represented by Mr. Julian Clifford, who made the arrangements for the group's visit with the assistance of the British Trade Development Office in New York.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Hungary

A TRADE ARRANGEMENT between the United Kingdom and Hungary was signed in London on February 12.

The Arrangement which was concluded under the Anglo-Hungarian Trade Arrangement 1968-72 makes detailed provision for Anglo-Hungarian trade in 1970. It is intended to promote the further expansion of Anglo-Hungarian trade. Details are as follows:

Annex A is a general list of goods which cannot be freely imported and require a specific licence. For some of these goods a quota appears in Annex B which enables them to be imported under specific licence up to the level of the quota. Of the various Hungarian goods not appearing in Annex A, some may be imported under Open General Licence and others under Open Individual Licence.

Annex C contains the provisions for the United Kingdom exports to Hungary in 1970. Part I applies to all goods not covered by the quotas in Part II.

The general prohibitions and restrictions relating to imports from and exports to all countries (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

Lord Brown (standing right), Minister of State, Board of Trade, with Mr. Gyorgy Varsanyi, the Hungarian Charge d'Affaires in London, on his right, looks on at the signing of the Anglo-Hungarian Trade Arrangement for 1970 in London on February 12. Signing for the United Kingdom is Miss Margaret Terry of Commercial Relations and Exports Department of the Board of Trade and for Hungary Mr. Tibor Antalpeter of the Hungarian Ministry of Foreign Trade.

ANNEX A ANGLO-HUNGARIAN TRADE ARRANGEMENTS

Goods the import of which remain subject to specific licence

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2 (except horsemeat, rabbit, mutton and lamb, beef and veal and venison and their offals)
Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon)
Chapter 4 (except headings 04.05 and 04.06)
Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready made dishes, rabbit, mutton and lamb, and any items wholly of beef or veal)

Chapter 65
Heading 17.02 (G)(1) Lactose
Heading 01.02
Heading 08.13
Heading 20.04
Heading 27.09
Heading 27.10
Heading 27.11
Heading 69.11
Heading 69.12
Heading 69.13

Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulb onions (including shallots), green peas, radishes, spinach and turnips
Potatoes and potato products (except potato glucose, potato starch, potato flakes and potato pancake powder)
Tomatoes, fresh
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid
Vegetables provisionally preserved containing onion or cauliflower
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled or otherwise preserved being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries
Fruit juices syrups and must derived from apples, blackcurrants and pears
Grapefruit juice and orange juice
Grass seed
Dry bulbs, rhizomes, corms and tubers
Osiers and willows
Matches (excluding Bengal matches)
Cigars
Benzene (including benzole), toluene and xylenes
Hides and skins, tanned
Gloves
Fur shells and fur bodies
Textiles, including man-made fibres, yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (canabis sativa)
Rubber footwear
Flat glass 3mm nominal thickness and less
Enamelled hollow-ware
Cutlery being knives (other than machine knives and surgeons knives) sharpening steels, spoons and forks, scissors and shears and long handled razors
Typewriters and parts
Transistorized radio and television receivers

Electronic valves and tubes, and semi-conductors, and parts thereof
Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories therefor (excluding chains)
Aircraft of an all up weight over 4,500 lbs.
Watches of a value not exceeding 30s. c.i.f. each and watch movements of a value not exceeding 25s. c.i.f. each (other than stop watches)
Watch parts (other than watch glasses or cases)
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement)
Sporting ammunition

Toys and games (other than plastic toys and playing cards)
Glass Christmas tree ornaments
Goods not specified above which are at present included in the First Schedule of the United Kingdom Open General Import Licence.

ANNEX B ANGLO-HUNGARIAN TRADE ARRANGEMENTS

Hungarian Goods for import into the United Kingdom during the twelve months ending 31st December, 1970

Item No.	Description	Value £'000 c.i.f. unless stated otherwise
1	Cotton piece-goods, of which not more than 2,635,510 square yards for finished cloth sq. yds.	3,954,300
2	Worsted and woollen piece-goods and made-up articles of wool, excluding apparel	20
3	Piece-goods wholly or mainly of man-made fibres (including those woven on woollen or worsted machinery) sq. yds.	1,350,000
4	Piece-goods and made up goods of linen (excluding apparel):	
	Linen tea towels and tea towelling sq. yds.	200,000
	Other	95
5	Stockings and socks	85
6	Knitwear, including knitted shirts, but excluding stockings and socks	800
7	Textile garments, not elsewhere specified, excluding garments wholly or mainly of lace, of which:	
	(a) Of cotton (of which not more than 1,249,620 sq. yds. for shirts) sq. yds.	3,141,910
	(b) Other	450
8	Man-made staple fibre and continuous filament	225
9	Petit point handbags, panels and motifs and embroidered manufactures, including folkwork, handicraft products and hand painted canvas but excluding items wholly or mainly of lace	85
10	Miscellaneous textile manufactures not included elsewhere including blankets but excluding narrow fabrics of all types and articles wholly or mainly of lace:	
	(a) Cotton manufactures sq. yds.	586,560
	(b) Other, of which not more than £10,000 for hat hoods	300
11	Gloves (of which not more than £200,000 for leather and fabric gloves)	270
12	Fur bodies (other than of lambskin and sheepskin)	50
13	Rubber footwear	75
14	Enamelled hollow-ware	45
15	Domestic pottery including porcelain and china, of which not more than £40,000 for ornamental ware	90
16	Toys and games	150
17	Sporting ammunition	10
18	Complete clocks (other than electric) units	240,000
19	Electronic valves and tubes and semi-conductors (of which not more than £40,000 for semi-conductors)	250
20	Transistorized radio and television receivers	70
21	Motor bicycles, motor scooters and mopeds (i.e., all forms of motorized bicycles whether or not equipped with pedals by which they are capable of being propelled) and bicycles and spare parts therefor	20
22	Matches	80
23	Bacon Tons	2,380 (a) (d)
24	Canned ham	400 (d)
25	Sausages and canned or fully cooked meat not elsewhere specified:	605 (d)
	Sausages 100	
	Poultry 55	
	Pigmeat 400	
	Other 50	
26	Butter	p.m.
27	Cheese	90
28	Apple, blackcurrant and pear juices and syrups	50
29	Fresh fruit, the following:	
	Cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries Tons	2,000 (b)
30	Fresh apples and pears Tons	240 (b)
31	Fresh vegetables the following:	
	Asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, green peas, radishes, tomatoes, spinach and turnips Tons	400 (b)
32	Onions and shallots (of which not more than 10,450 tons during the period August 1 to November 30) Tons 13,800	
33	Dried (including powdered) fruit and vegetables, the following: 820	
	Dried (including powdered) fruit, being any of the fruit specified in item 29, and pears and apples 100	
	Dried (including powdered) vegetables, being onions, shallots, rhubarb or any of the vegetables specified in item 31 720	
34	Quick frozen fruit, being any of the fruit specified in items 29 and 30 (of which not more than 500 tons for raspberries and strawberries taken together and 50 tons for blackcurrants) Tons	1,500 (b)
35	Quick frozen vegetables, being onions, rhubarb or any of the vegetables specified in item 31, except tomatoes Tons	515 (b)
36	Canned or bottled fruit, being any fruit specified in items 29 and 30 (of which not more than £20,000 for raspberries and strawberries taken together and £10,000 for blackcurrants)	300
37	Canned or bottled vegetables, being onions, rhubarb, or any of the vegetables specified in item 31 except tomatoes	80
38	Pulp derived from fruit grown in Hungary being pulp of any of the fruit specified in items 29 and 30 (of which not more than 50 tons each for raspberry and strawberry and not more than 200 tons for blackcurrant) Tons	1,000
39	Vegetables preserved by vinegar or acetic acid (including mixed pickles and chutney) containing beetroot, cauliflower or onions	40
40	Vegetables provisionally preserved containing cauliflower or onions	30
41	Jams and jellies of fruit specified in items 29 and 30 (of which not more than 500 tons for strawberry and raspberry taken together and 150 tons for blackcurrant) Tons	3,000
42	Miscellaneous foodstuffs and other agricultural products not listed elsewhere	80 (c)
43	Chilled pigmeat and pigmeat offals	p.m. (d)
44	Poultry	p.m. (d)
45	Game	p.m. (d)
46	Scissors and knives	10
47	Rough tanned, semi-finished and finished leather	200
48	Narrow fabrics of all types	50
49	Cotton tents sq. yds.	170,000
50	Miscellaneous non-agricultural goods not elsewhere specified subject to type	50

Notes:
(a) Basic quota for the period April 1, 1970 to March 31, 1971, under the general arrangements for imports of this commodity.
(b) Imports are subject to compliance with United Kingdom Public Health and Plant Health Regulations.
(c) The United Kingdom authorities will, within the framework of their import policy consider individually applications to import against this quota goods not specified elsewhere in this Annex.
(d) Imports are subject to compliance with United Kingdom Health and/or Animal Health Regulations.

ANNEX C ANGLO-HUNGARIAN TRADE ARRANGEMENTS

United Kingdom Goods for import into Hungary during the twelve months ending 31st December, 1970

PART I

The Government of Hungary, within the framework of their general import regulations, will admit goods not mentioned in Part II of this Annex to a value of £13.5 million.

PART II

The following specific quotas are established:

Item No.	Description	Value £'000 f.o.b.
1	Thoroughbred horses and livestock (including pedigree pigs)	50
2	Miscellaneous food and agricultural products including fish, cocoa powder, coffee extracts and essences, chocolate and sugar confectionery, cocoa butter, milk and other dairy products (including nisin), biscuits, quick frozen fruits and vegetables, whisky, cod liver oil, essential oils, sauces, flavouring essences, food colours and aromatic materials, and pectin	200
3	Chemical products, the following:	125
	Medicines for retail sale 75	
	Paints (for internal and external decoration, etc.), and artists' colours 50	
4	Yarns excluding man-made fibre yarns but including non-tarnishing metallic yarns, of all kinds	25
5	Wool cloth	250
6	Cotton and man-made fibre piece-goods including tyre fabric, tapes and light webbings	50
7	Linen goods and lace manufactures	10
8	Metal consumer goods not elsewhere specified including domestic holloware, cutlery, pressure cookers, razors and razor blades, non-industrial liquid fuelled heating and cooking apparatus and sewing machines and parts	175
9	Miscellaneous equipment, the following:	150
	Radio and television sets, radiograms, sound producing equipment and parts thereof 115	
	Magnetic recording tape or film 35	
10	Motor cars, motorcycles and cycles:	60
	Complete and assembled	p.m.
	Components and parts	60
11	Clothing and footwear, including furs and imitation furs	400
	Woven clothing and knitwear 290	
	Furs (including imitation furs) 100	
	Footwear of all types 10	
12	Books, periodicals and music	140
13	Miscellaneous consumer goods not elsewhere specified, including clocks and watches, and components (£10,000), sports goods, toys, games, musical instruments, jewellery (including costume jewellery), perfumery, cosmetics, toilet preparations, gramophone records, linoleum and carpets, non-industrial self-adhesive tapes, mechanical lighters, pipes, cigarettes and other tobacco manufactures, pens of all kinds, polishes, creams, dressings for footwear, furniture and floors, domestic electrical appliances and refrigerators and parts	300

France and Bulgaria

THE FRENCH *Moniteur du Commerce International* of February 2 announced that a long-term trade agreement between France and Bulgaria was signed in Paris on January 23, 1970 covering the period January 1, 1970 to December 31, 1974.

The two parties agreed to reciprocal most-favoured-nation treatment in respect of customs formalities, charges, and other taxes as well as for the transit and warehousing of goods. A protocol annexed to the agreement regulates trade between the two countries for 1970.

Bulgarian exports to France will include sheep, fruits and vegetables, wines and spirits, other agricultural products, chemical products, agricultural and other mechanical equipment, electrical and electronic equipment and spare parts thereof.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

Double taxation

Finland and Norway

THE BOARD of Inland Revenue announced that the Double Taxation Conventions with Finland and Norway have been published as Schedules to Orders in Council numbered SI 1970 Nos. 153 and 154 respectively.

Italy and East Germany

A LONG-TERM trade agreement between the Italian National Institute for Foreign Trade and the East German Chamber for Foreign Trade was signed in Rome on December 12, 1969 covering the period January 1, 1970 to December 31, 1974. A protocol annexed to the agreement regulates trade between the two countries for 1970.

East German exports to Italy will include breeding cattle, agricultural products, chemical and pharmaceutical products, lignite briquettes, raw materials for the plastics industry, china and glassware, pig iron, machine tools, and printing and knitting machinery.

Italian exports to East Germany will include fruit and vegetables, wines, tobacco, mercury, chemical and pharmaceutical products, photographic paper and photographic and cinematographic films, man-made fibres and yarns and products of the metallurgical industry.

The Italian text of the quota lists can be seen at the Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4, to whom inquiries should be addressed (Tel. 01-248 5757, Ext. 466, 467, 482).

At a press conference held in London on February 3, Mr. A. N. Whiting, general manager of Davy-Ashmore's subsidiary, Ashmore, Benson, Pease & Co. Ltd., announced the conclusion of an agreement with the Japanese company, Yawata Iron & Steel Co., Ltd. It covers the design and construction of large blast furnaces in the United Kingdom, Australia and South Africa. Mr. Whiting is seen here with Mr. S. Iwai, of Yawata's European office, signing the agreement which is for a period of five years and will be renewable.

United Kingdom aid to developing countries

Pakistan

BRITAIN IS giving Pakistan approximately £500,000 for the purchase of wheat or flour during the harvest year 1969/70, under an agreement signed in Islamabad on February 12. The Government of Pakistan will be responsible for shipping and other costs.

This gift fulfils part of the obligation which Britain has accepted under the terms of the Rome Food Aid Convention to provide 225,000 metric tons of grain or the cash equivalent each year for three years as aid to developing countries. This grant forms part of Britain's obligation for the second year of the Convention.

Inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278), quoting Ref. CRE 436/70.

Greece and Yugoslavia

THE FIVE year trade agreement of September 1966, between Greece and Yugoslavia has been renewed by the publication of a fourth Protocol, which takes effect retrospectively from October 1, 1969, until September 30, 1970, with slightly enlarged quotas on either side.

A copy of the text of the Protocol – in French – may be seen at Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Iraq and Kenya

A LAW ratifying the trade agreement between Iraq and Kenya was published in the Iraq *Official Gazette* on December 22, 1969.

The purpose of the agreement is to foster economic and trade relations between the two countries, to preserve a balance of trade, to render preferential treatments in trade exchanges and to accord facilities for setting up trade fairs and trade centres.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Protection of trade marks

THE COMMISSIONERS of Customs and Excise have made regulations prescribing the manner in which the proprietor or registered user proprietors of a trade mark may inform the Customs of the expected arrival in the United Kingdom of goods which infringe the exclusive right and which he wishes to be treated as prohibited goods. The regulations are made under Section 64A of the Trade Marks Act 1938 as amended by the Trade Descriptions Act, 1968. As well as prescribing the form in which the notice is to be given, they also specify the conditions to be observed by persons giving notice.

The regulations, known as The Trade Marks (Customs) Regulations 1970, have been published as Statutory Instrument No. 212. Copies are obtainable direct from HMSO, price 9d. or 1s. 1d. by post.

The Commissioners have also prepared Notice No. 34 explaining the procedure. Copies of this Notice are obtainable from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a 161-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).*

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ARGENTINA

Bulletin 30/70

AGUA Y ENERGIA ELECTRICA:
Construction of Power Houses: Electromechanical Equipment. March 13. E.S.B. 52201/70/J.
Temperature Measuring Instruments. March 17. E.S.B. 52202/70/J.

Bulletin 31/70

DIRECCION NACIONAL DE VIALIDAD:
Construction of Road and Bridges. April 15. E.S.B. 52294/70/J.

Bulletin 32/70

DIRECCION GENERAL DE FABRICACIONES:
***62s. (In Spanish.) Blast Furnace. (Further Information.) E.S.B. 51291/70/J.**
HIDRONOR, S.A.:
Control and Communication Equipment. Closing date not stated. E.S.B. 52454/70/J.

Bulletin 34/70

SERVICIOS ELECTRICOS DEL GRAN, B.A.:
Switchboard Panels. March 25. E.S.B. 52607/70/J and 52612/70/J.
Transformers. March 25. E.S.B. 52608/70/J.
Lightning Arresters. March 25. E.S.B. 52609/70/J.
Insulating Switches. April 1. E.S.B. 52610/70/J.
Circuit Breaking Fuse Cartridges. April 1. E.S.B. 52611/70/J.

AUSTRALIA

Bulletin 31/70

ELECTRICITY COMMISSION OF NEW SOUTH WALES:
Power Station Equipment. March 23. E.S.B. 52300/70/J.
DEPARTMENT OF WORKS, COMMONWEALTH CENTRE:
***19s. Ceiling Fans. April 14. E.S.B. 52297/70/J.**
POSTMASTER-GENERAL'S DEPARTMENT:
***20s. Terminal and Repeater Equipment. March 26 E.S.B. 52296/70/J.**
IRRIGATION AND WATER SUPPLY COMMISSION:
***79s. Pumps. (Further Information.) E.S.B. 52093/70/J.**

Bulletin 32/70

OVERSEAS TELECOMMUNICATIONS (COMMISSION (AUSTRALIA):
Terminal Equipment. April 16. E.S.B. 52433/70/J.
BRISBANE CITY COUNCIL:
***22s. Hydraulic Network; Computer Analysis Programme. April 3. E.S.B. 52293/70/J.**

Bulletin 33/70

PERTH CITY COUNCIL:
Construction of Concert Hall. Closing date not known. (Pre-qualification.) E.S.B. 52538/70/J.

Bulletin 34/70

MELBOURNE AND METROPOLITAN BOARD OF WORKS:
Reservoir Outlet Tower Gates and Ancillaries. March 17. E.S.B. 52642/70/J.
STATE ELECTRICITY COMMISSION OF WESTERN AUSTRALIA:
***45s. Transformers and Circuit Breakers. March 27. E.S.B. 52581/70/J.**

BRAZIL

Bulletin 31/70

STATE SECRETARIAT OF EDUCATION:
***59s. (In Spanish.) Equipment for Technical Colleges. (Further Information.) E.S.B. 48412/69/J.**

BURMA

Bulletin 30/70

PEOPLE'S BAWDWIN INDUSTRY:
***3s. Drilling Machine. March 31. E.S.B. 52237/70/J.**
***3s. Floodlight Units. March 31. E.S.B. 52238/70/J.**
***3s. Transformers. March 31. E.S.B. 52239/70/J.**
***3s. Pumps. March 31. E.S.B. 52240/70/J.**
***3s. Electric Motors and Starters. March 31. E.S.B. 52241/70/J.**
***3s. Emergency Lighting Unit. March 31. E.S.B. 52244/70/J.**
***3s. Generator. March 31. E.S.B. 52246/70/J.**
***3s. Welding Set. March 31. E.S.B. 52249/70/J.**
***3s. Winding Tools. March 31. E.S.B. 52250/70/J.**
***3s. Floodlighting Units. March 31. E.S.B. 52265/70/J.**
***3s. Steel Sections, Bolts and Nuts, Iron Plates and Pipes. March 31. E.S.B. 52264/70/J.**

The final stage of erection of a **158 ft. 6 in.** *high fractionation tower on the site of the new ethylene plant now under construction by Stone and Webster for Gulf Oil Raffinaderij N.V. at Europoort, near Rotterdam. Stone and Webster has the contract for the design, engineering, purchasing, and construction of the ethylene plant, which is to be completed this year, together with the overall offsite and general facilities.*

***3s. Refrigerator Charging Unit. March 31. E.S.B. 52248/70/J.**
***3s. Telephone Exchange and Accessories. March 31. E.S.B. 52247/70/J.**
***3s. Electric Motors and Starters. March 31. E.S.B. 52245/70/J and 52243/70/J.**
***3s. Transformer. March 31. E.S.B. 52242/70/J.**
MYANMA EXPORT IMPORT CORPORATION:
***2s. Life Jackets. March 26. E.S.B. 52251/70/J.**
***40s. Cable and Accessories. April 3. E.S.B. 52257/70/J.**
***27s. Cable and Accessories. April 10. E.S.B. 52256/70/J.**
PEOPLE'S OIL INDUSTRY:
***3s. Welding Materials, Calcium Carbide. March 24. E.S.B. 52208/70/J.**
***3s. Wire. March 14. E.S.B. 52209/70/J.**
***3s. Cable. March 14. E.S.B. 52210/70/J.**
***3s. Welding Electrodes. March 24. E.S.B. 52207/70/J.**
PORT OF RANGOON MANAGEMENT BOARD:
***2s. Trailer Pumps. March 26. E.S.B. 52252/70/J.**
***2s. Pumps. March 26. E.S.B. 52255/70/J.**
***2s. Saw Bench. March 26. E.S.B. 52254/70/J.**
***2s. Jacks. March 26. E.S.B. 52253/70/J.**

Bulletin 31/70

MYANMA EXPORT IMPORT CORPORATION:
***6s. Photographic Equipment; Measuring Devices. March 10. E.S.B. 52268/70/J.**
***7s. Switchboards and Battery. March 10. E.S.B. 52269/70/J.**

Bulletin 32/70

***4s. Radio Valves. March 18. E.S.B. 52415/70/J.**
***5s. Electrical Equipment. March 18. E.S.B. 52416/70/J.**
***3s. Packing and Jointing Materials. March 26. E.S.B. 52411/70/J.**
***3s. Pipes. March 25. E.S.B. 52412/70/J.**
***2s. Welding and Cutting Set. March 26. E.S.B. 52413/70/J.**
***2s. Electric Winch. March 26. E.S.B. 52414/70/J.**
***3s. Electric Measuring Instruments. March 18. E.S.B. 52417/70/J.**
***4s. Electrical Equipment. March 18. E.S.B. 52418/70/J.**
PEOPLE'S BAWDWIN INDUSTRY:
***3s. Chain Bucket Elevator. March 31. E.S.B. 52424/70/J.**
***3s. Wire. March 31. E.S.B. 52428/70/J.**
***3s. Conveyor Belt Unit. March 31. E.S.B. 52425/70/J.**
***3s. Vibrating Screen. March 31. E.S.B. 52419/70/J.**
***3s. Crusher and Screening Unit. March 31. E.S.B. 52422/70/J.**
***3s. Welding Rods. March 31. E.S.B. 52429/70/J.**
***3s. Reagent Feeder. March 31. E.S.B. 52421/70/J.**
***3s. Lighting Unit. March 31. E.S.B. 52423/70/J.**
***3s. Vee Belts. March 31. E.S.B. 52426/70/J.**
***3s. Wire Screening. March 31. E.S.B. 52427/70/J.**

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room H2A, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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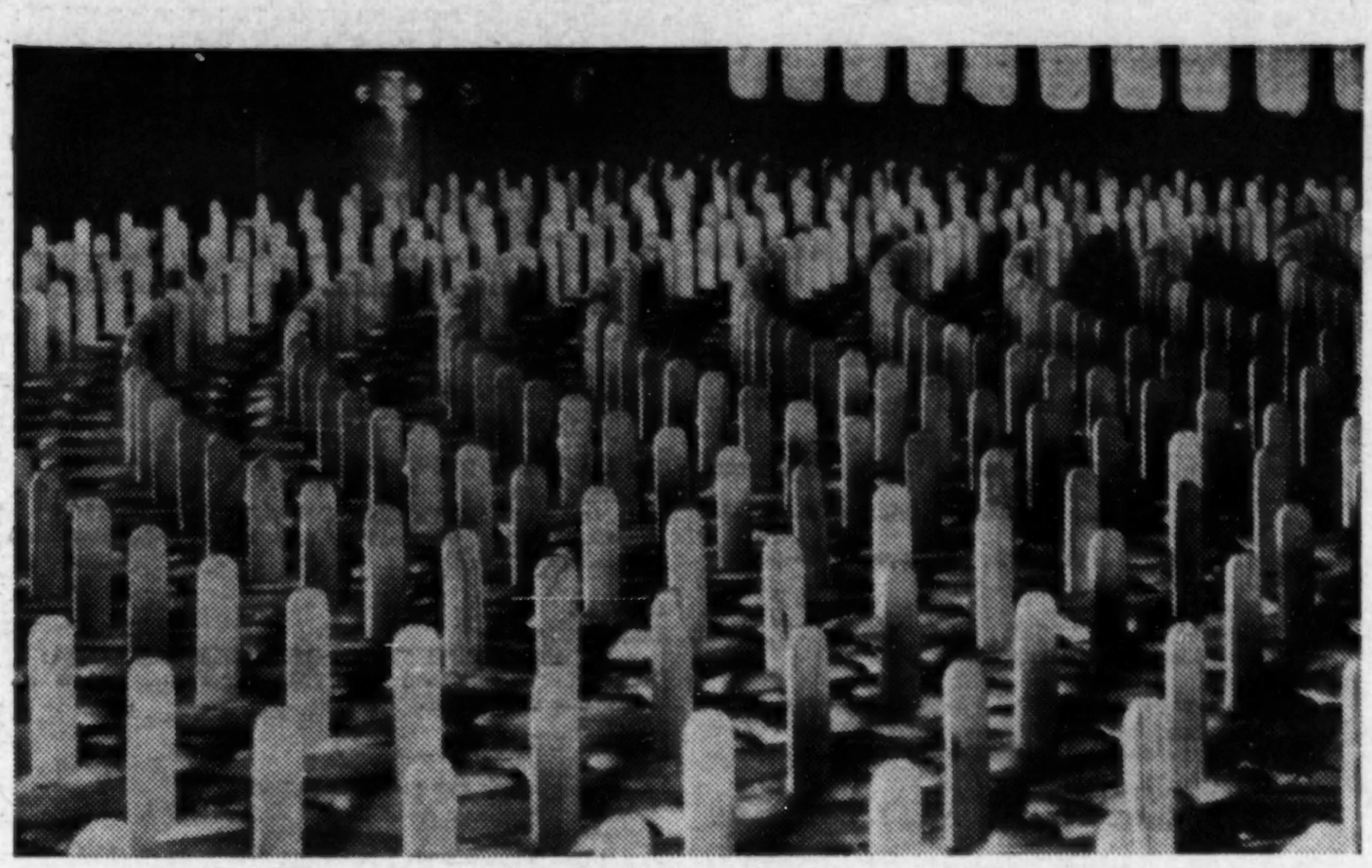

Choc ice sticks being produced at the rate of 18,000 per hour on a Gram bar freezer in what is claimed to be the largest ice cream plant in Europe – the new factory of H.B. Ice Cream Ltd. at Rathfarnham, Dublin – which has a maximum processing capacity per hour of 2,000 imperial gallons of ice cream mix and pop ice. The highly automated factory is wired extensively with BICC power and general wiring cables, which were installed by the Contracts Section of the Irish Electricity Supply Board.

Bulletin 33/70
PORT OF RANGOON MANAGEMENT BOARD:
*2s. Chain Blocks. March 26. E.S.B. 52570/70/J.

CANADA
Bulletin 33/70
BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Turbine Inlet Valve. March 17. E.S.B. 52580/70/J.

Bulletin 34/70
MANITOBA HYDRO:
*Steam Generating Units. April 6. E.S.B. 52630/70/J.

CEYLON
Bulletin 30/70
CEYLON TRANSPORT BOARD:
*Radio Communications Equipment. (Further Information.) E.S.B. 51626/70/J.

Bulletin 33/70
STATE ENGINEERING CORPORATION OF CEYLON:
Glazing Materials. March 9. E.S.B. 52557/69/J.
DEPARTMENT OF RURAL DEVELOPMENT AND SMALL INDUSTRIES:
*5s. Yarn Dyeing Machinery. May 6. E.S.B. 52558/69/J.

CHILE
Bulletin 33/70
DIRECCION DE APROVISIONAMIENTO DEL ESTADO:
*12s. (In Spanish.) Radiological Equipment. March 9. E.S.B. 52556/70/J.
*13s. (In Spanish.) Postal Franking Machines. March 11. E.S.B. 52554/70/J.

COLOMBIA
Bulletin 32/70
EMPRESA DE ACUEDUCTO Y ALCANTARILLADO DE BOGOTA:
Radio-Telephone Equipment. April 9. E.S.B. 52490/70/J.
INSTITUTO NACIONAL DE RADIO Y TELEVISIONE:
Broadcasting Equipment. March 20. E.S.B. 52458/70/J.

COSTA RICA
Bulletin 31/70
NACIONAL DE FUERZA Y LUZ:
*1s. (Press Notice in Spanish.) Steel Posts. March 17. E.S.B. 52321/70/J.
*15s. (In Spanish.) Electrical Equipment, Protective Clothing. March 16. E.S.B. 52322/70/J.
*1s. (Press Notice in Spanish.) Meters, Lead Seals, Transformers. March 18. E.S.B. 52323/70/J.
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*84s. (In Spanish.) Electrical Equipment. (Further Information.) E.S.B. 51886/70/J.

DENMARK
Bulletin 34/70
COPENHAGEN CITY ENGINEERING DEPARTMENT:
Construction of Motorway Tunnel. April 20. E.S.B. 52646/70/J.

ECUADOR
Bulletin 33/70
EMPRESA NACIONAL DE TELECOMMUNICACIONES:
*4s. Telex System. April 3. E.S.B. 52501/70/J.
*4s. Telecommunications Systems. April 3. E.S.B. 52502/70/J.

Bulletin 34/70
INECEL TENDERS COMMITTEE:
Diesel Electrical Plant and Equipment. April 3. E.S.B. 52560/70/J.

GREECE
Bulletin 33/70
PUBLIC POWER CORPORATION:
Light Fixtures. March 20. E.S.B. 52533/70/J.
Portable Hydraulic Tools. March 20. E.S.B. 52534/70/J.
Belts and Conveyors. March 11. E.S.B. 52529/70/J.
Safety Belts. March 10. E.S.B. 52531/70/J.
MINISTRY OF TRADE:
*10s. Vehicle Maintenance Machines and Equipment. March 16. E.S.B. 52541/70/J.
AGRICULTURAL BANK OF GREECE:
*18s. Milk Can-Washing and Conveyor. March 9. E.S.B. 52544/70/J.

Bulletin 34/70
MINISTRY OF TRADE:
*10s. Gauges. March 13. E.S.B. 52539/70/J.
PUBLIC POWER CORPORATION:
Electric Measuring Instruments. March 10. E.S.B. 52647/70/J.

HONG KONG
Bulletin 30/70
CENTRAL TENDERS BOARD:
*8s. Refuse Chutes. March 13. E.S.B. 52189/70/J.

Bulletin 31/70
HONG KONG TELEPHONE CO. LTD.:
*3s. Batteries. March 8. E.S.B. 52311/70/J.

Bulletin 32/70
*7s. Office Equipment. March 13. E.S.B. 52485/70/J.

INDIA
Bulletin 30/70
SOUTH EASTERN RAILWAY:
Monotype Keyboard and Casters. (Further Information.) E.S.B. 50121/70/J.
INTERNATIONAL LABOUR OFFICE (GENEVA):
*4s. Blast Cleaning Equipment. March 13. E.S.B. 52183/70/J.

Bulletin 31/70
UP STATE ELECTRICITY BOARD:
*Coal Handling Plant. March 31. E.S.B. 52270/70/J.

Bulletin 32/70
HINDUSTAN COPPER LTD.:
*40s. Air Circuit Breakers. (Further Information.) E.S.B. 50983/70/J.
*3s. Gravity Meter. Closing date postponed to March 25. (Further Information.) E.S.B. 50981/70/J.
BIHAR STATE ELECTRICITY BOARD:
Circuit Breakers; Transformers. March 9. E.S.B. 52480/70/J.
Transformers. March 20. E.S.B. 52481/70/J.
Turbine Oil Purification System. April 6. E.S.B. 52482/70/J.

Bulletin 34/70
HEAVY ELECTRICALS (INDIA) LTD.:
*7s. Steel Sheet. March 13. E.S.B. 52619/70/J.
MINISTRY OF RAILWAYS:
*33s. Steel Plates. (Further Information.) E.S.B. 52023/70/J.

Bulletin 32/70
HINDUSTAN COPPER LTD.:
*33s. Magnetometers. Closing date postponed to March 24. (Further Information.) E.S.B. 50980/70/J.
*35s. Ore Prospecting Equipment. Closing date extended to March 19. (Further Information.) E.S.B. 50250/70/J.
*35s. Drill Hole Magnetometer. Closing date extended to March 20. (Further Information.) E.S.B. 50251/70/J.
DIRECTORATE OF SUPPLIES AND DISPOSALS:
*22s. Steel Wire. March 31. E.S.B. 52477/70/J.

Bulletin 34/70
HINDUSTAN COPPER LTD.:
*51s. Copper Conductors. (Further Information.) E.S.B. 50982/70/J.

IRAN
Bulletin 32/70
RASHT REGIONAL WATER ORGANIZATION:
Water Meters. April 6. E.S.B. 52406/70/J.
IRANIAN STATE RAILWAYS:
*11s. Screws. April 5. E.S.B. 52405/70/J.

Bulletin 34/70
*14s. Iron Angles, Rods and Straps, Wire. April 7. E.S.B. 52614/70/J.
*10s. Iron Beams. April 9. E.S.B. 52615/70/J.

IRAQ
Bulletin 32/70
MOSUL CEMENT CO.:
*5s. Filter Nozzles. (Further Information.) E.S.B. 52043/70/J.
*5s. Packing Plant. (Further Information.) E.S.B. 52025/70/J.
*3s. Welding Machine. (Further Information.) E.S.B. 52032/70/J.
*4s. Laboratory Equipment. (Further Information.) E.S.B. 52024/70/J.
*10s. Hand Tools, Pump, Electric Motor. March 31 E.S.B. 52507/70/J.
CENTRAL FOREIGN PURCHASING BOARD:
*4s. Timber. March 15. E.S.B. 52509/70/J.
MINISTRY OF DEFENCE:
*2s. Transporter Spare Parts. (Further Information.) E.S.B. 52044/70/J.
GOVERNMENT PURCHASING BOARD:
*2s. Maize Starch. March 14. E.S.B. 52463/70/J.

Bulletin 33/70
NATIONAL ELECTRICITY ADMINISTRATION:
*10s. Meters. March 24. E.S.B. 52516/70/J.
MINISTRY OF OIL AND MINERALS:
*5s. Generating Set. March 14. E.S.B. 52512/70/J.
MOSUL CEMENT CO.:
*12s. Electric Motors. March 31. E.S.B. 52506/70/J.
*3s. Impact Crusher. March 31. E.S.B. 52508/70/J.
*6s. Laundry Plants. March 29. E.S.B. 52510/70/J.
GOVERNMENT OIL REFINERIES ADMINISTRATION:
*1s. Detergent-Dispersant Additive. March 14. E.S.B. 52511/70/J.

(Continued on next page)

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STATE ORGANIZATION OF INDUSTRY:
Fire Bricks and Grinding Media. March 10. E.S.B. 52535/70/J.
CENTRAL FOREIGN PURCHASING BOARD:
Ophthalmological Instruments. March 29. E.S.B. 52537/70/J.
IRAQI PORTS ADMINISTRATION:
*2s. Fire Hose Pipes. (Further Information.) E.S.B. 51608/70/J.
*2s. Ropes. (Further Information.) E.S.B. 51607/70/J.
*2s. Mercury Lamps. (Further Information.) E.S.B. 51616/70/J.
*8s. Radio Transmitters and Receivers. (Further Information.) E.S.B. 51652/70/J.
*3s. Zinc Plates. (Further Information.) E.S.B. 52010/70/J.
FOREIGN PURCHASING BOARD:
X-ray Units. March 29. E.S.B. 52536/70/J.
DIRECTOR-GENERAL OF THE SEWERAGE BOARD: DRAINAGE PROJECT
Closing date postponed to March 16. (Further Information.) E.S.B. 53457/69/J.
IRAQI PORTS ADMINISTRATION:
*3s. Copper Flat. (Further Information.) E.S.B. 52022/70/J.
MINISTRY OF WORKS AND HOUSING:
*1s. Construction of a Building. Closing date postponed to April 4. (Further Information.) E.S.B. 41536/69/J.

Bulletin 34/70

MINISTRY OF DEFENCE:
Nails, Nuts and Bolts. March 29. E.S.B. 52595/70/J.
Portable Furnace. March 3. E.S.B. 52602/70/J.
Pick Axes and Tools. March 22. E.S.B. 52601/70/J.
Paints. March 25. E.S.B. 52605/70/J.
Welding Rods. March 29. E.S.B. 52606/70/J.

JORDAN

Bulletin 32/70

JORDANIAN ELECTRIC POWER CO. LTD.:
Generating Sets. April 4. E.S.B. 52408/70/J.
MINISTRY OF PUBLIC WORKS:
*5s. Laboratory Equipment, Chemicals. March 11. E.S.B. 52410/70/J.

Bulletin 33/70

JORDAN PETROLEUM REFINERY CO.:
*1s. Jack Hammers and Chisels. March 10. E.S.B. 52200/70/J.

Bulletin 34/70

*13s. Workshop Equipment. March 21. E.S.B. 52639/70/J.
*1s. Steel Pipes and Elbows. March 21. E.S.B. 52640/70/J.
*4s. Valves. March 21. E.S.B. 52641/70/J.

KENYA

Bulletin 30/70

CITY COUNCIL OF NAIROBI:
Drugs and Dressings. April 6. E.S.B. 52235/70/J.

KOREA

Bulletin 34/70

OFFICE OF SUPPLY:
*95s. Harbour Locks; Control Centres. March 14. E.S.B. 52495/70/J.

KUWAIT

Bulletin 32/70

KUWAIT UNIVERSITY:
*43s. Geology Laboratory Apparatus. March 19. E.S.B. 52456/70/J.

Bulletin 34/70

MINISTRY OF ELECTRICITY AND WATER:
*62s. Standby Diesel Alternator Set. March 10. E.S.B. 52457/70/J.

LIBYA

Bulletin 34/70

ELECTRICITY CORPORATION:
Power Network. April 30. E.S.B. 52643/70/J.
CENTRAL TENDERS BOARD:
Hospital Furnishing and Equipment. April 3. E.S.B. 52644/70/J.

MALAGASY REPUBLIC

Bulletin 34/70

DIRECTION GENERAL DES POSTES ET TELECOMMUNICATIONS:
*12s. (In French.) Teleprinters. March 24. E.S.B. 52628 70/J.

MALAWI

Bulletin 30/70

CENTRAL TENDER BOARD:
*2s. Cartographic Camera. March 13. E.S.B. 52177/70/J.

MALAYSIA

Bulletin 30/70

MINISTRY OF HEALTH:
*100s. X-ray and Dark Room Equipment. March 31. E.S.B. 52230/70/J.
PUBLIC WORKS DEPARTMENT:
*9s. Diesel Generating Sets. Closing date postponed to March 23. (Further Information.) E.S.B. 51356/70/J.

Bulletin 31/70

DISTRICT TENDER BOARD:
*6s. Fire Fighting Equipment. March 18. E.S.B. 52288/70/J.
STATE DIVISIONAL TENDER BOARD:
*15s. Pumps. April 8. E.S.B. 52181/79/J.
STATE FIRE SERVICE:
*5s. Workshop Equipment. March 18. E.S.B. 52287/70/J.
STATE ELECTRICITY BOARD:
*7s. Power Station Building and Crane. March 20. E.S.B. 52286/70/J.
STANDARDS INSTITUTE OF MALAYSIA:
*11s. Mechanical/Civil Laboratory Testing Equipment. March 31. E.S.B. 52318/70/J.
*20s. Electronic Test Equipment. March 31. E.S.B. 52324/70/J.
*77s. Laboratory Equipment; Chemicals. March 31. E.S.B. 52325/70/J.

Bulletin 32/70

MINISTRY OF HEALTH:
X-ray and Dark Room Equipment.

Bulletin 34/70

DRAINAGE AND IRRIGATION DEPARTMENT:
*Flood Forecasting and Warning Systems. Closing date postponed to March 28. (Further Information.) E.S.B. 50720/70/J.
SABAH ELECTRICITY BOARD:
*9s. Power Station and Crane. April 3. E.S.B. 52645/70/J.

MALTA

Bulletin 33/70

TREASURY:
*Steel Wire Mesh. March 26. E.S.B. 52573/70/J.
*Steel Doors and Windows. March 12. E.S.B. 52575/70/J.
*Crockery. March 12. E.S.B. 52572/70/J.
*6s. Corkwood. March 26. E.S.B. 52570/70/J.
*Continuous Stationery. March 26. E.S.B. 52571/70/J.
*Polio Vaccine. March 12. E.S.B. 52574/70/J.

MEXICO

Bulletin 32/70

COMISION FEDERAL DE ELECTRICIDAD:
*Transformers. March 13. E.S.B. 52484/70/J.

Bulletin 33/70

*99s. Cooling Tower and Accessories. March 16. E.S.B. 52486/70/J.

MOROCCO

Bulletin 31/70

MINISTRY OF PUBLIC HEALTH:
*19s. (In French.) Surgical Instruments and Materials. March 23. E.S.B. 52313/70/J.

MOZAMBIQUE

Bulletin 31/70

PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
Track Joints. March 30. E.S.B. 52315/70/J.
CIVIL AERONAUTICAL DEPARTMENT:
*27s. (In Portuguese.) Meteorological Equipment. April 7. E.S.B. 52314/70/J.

NEW ZEALAND

Bulletin 30/70

NEW ZEALAND ELECTRICITY DEPARTMENT:
Coal Handling Plant. May 4. E.S.B. 52233/70/J.

Bulletin 31/70

POST OFFICE HEADQUARTERS:
*4s. Stay Strand. March 16. E.S.B. 52284/70/J.
*10s. Lead Acid Cells. March 16. E.S.B. 52232/70/J.
*3s. Locks. March 13. E.S.B. 52283/70/J.
MINISTRY OF WORKS:
*4s. Elastomeric Compression Joint Seals. March 13. E.S.B. 52236/70/J.
POST OFFICE HEADQUARTERS:
*3s. Hand Tools. March 13. E.S.B. 52369/70/J.
*4s. Dial Tester. March 13. E.S.B. 52370/70/J.

Bulletin 32/70

NEW ZEALAND RAILWAYS:
*6s. Crane. March 11. E.S.B. 52491/70/J.

Bulletin 33/70

DEPARTMENT OF EDUCATION:
*3s. Oscilloscope. March 29. E.S.B. 52493/70/J.

Bulletin 34/70

*2s. Research Counter. March 12. E.S.B. 52599/70/J.

PAKISTAN

Bulletin 30/70

DIRECTOR OF INDUSTRIES AND COMMERCE:
*3s. Magnesium and Electricity Units; Drill Presses. March 17. E.S.B. 52159/70/J.
*3s. Sand Rammers, Pyrometer. March 18. E.S.B. 52160/70/J.
*3s. Incubator. March 14. E.S'B. 52158/70/J.
*3s. Laboratory Equipment. March 11. E.S.B. 52132/70/J
DIRECTORATE OF SUPPLY, EAST PAKISTAN:
*9s. Printing Machine and Equipment. March 16. E.S.B. 52206/70/J.

Bulletin 32/70

DIRECTOR OF INDUSTRIES AND COMMERCE:
*3s. Laboratory Equipment. March 13. E.S.B. 52157/70/J

PAPUA AND NEW GUINEA

Bulletin 31/70

SUPPLY TENDER BOARD:
*5s. Tea. March 24. E.S.B. 52316/70/J.

PHILIPPINES, REPUBLIC OF

Bulletin 34/70

NATIONAL IRRIGATION ADMINISTRATION:
Construction of Dam. April 15. (Pre-qualification.) E.S.B. 52637/70/J.

SAMOA

Bulletin 31/70

INDEPENDENT STATE OF WESTERN SAMOA:
Earth Moving and Road Making Plant. March 16. E.S.B. 52185/70/J.

SAUDI ARABIA

Bulletin 32/70

MINISTRY OF INFORMATION:
Power Stations. April 18. E.S.B. 52376/70/J.
MUNICIPALITY OF TAEF:
Street Illumination. March 30. E.S.B. 52396/70/J.
Asphalt Laying. March 26. E.S.B. 52397/70/J.
NATIONAL GUARD COMMAND:
Tyres and Tubes. March 9. E.S.B. 52398/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 30/70

SINGAPORE POLYTECHNIC:
*3s. Machine Tools. March 17. E.S.B. 52144/70/J.
*4s. Workshop Equipment. March 17. E.S.B. 52143/70/J.
*Laboratory Equipment. March 17. E.S.B. 52146/70/J.
*12s. Laboratory Equipment. March 17. E.S.B. 52145/70/J.

Bulletin 34/70

HOUSING AND DEVELOPMENT BOARD:
*19s. Elevator Plants. (Further Information.) E.S.B. 52079/70/J.

SOUTH AFRICA

Bulletin 31/70

CAPE PROVINCIAL TENDER BOARD:
*4s. Hand Tools. March 10. E.S.B. 52188/70/J.
*5s. School Supplies. March 10. E.S.B. 52329/70/J.
*6s. Laboratory Equipment. March 10. E.S.B. 52327/70/J.
*10s. Science Apparatus, Photomicrograph Slides. March 10. E.S.B. 52326/70/J.

SPAIN

Bulletin 32/70

DIRECCION GENERAL DE CORREOS Y TELECOMMUNICACION:
Teleprinters. March 31. E.S.B. 52395/70/J.

Bulletin 34/70

MINISTERIO DE OBRAS PUBLICAS:
Construction of Motorway. March 11. E.S.B. 52549/70/J.

SUDAN

Bulletin 32/70

SUDAN GEZIRA BOARD:
Construction of Ginning Factory. April 15. E.S.B. 52355/70/J.
SUDAN RAILWAYS:
*6s. Permanent Way Materials. March 15. E.S.B. 52356/70/J.
RURAL WATER AND DEVELOPMENT CORPORATION:
*3s. Steel Casings and Accessosies. March 11. E.S.B. 52357/70/J.

SWEDEN

Bulletin 32/70

GUNNER NASLUND:
*Refinery and Goods Terminal. Closing date not stated. E.S.B. 52439/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 33/70

SYRIAN ARAB BUILDING CO.:
*1s. (In French.) Concrete Block Making Machine. March 31. E.S.B. 52499/70/J.
*3s.-4s. (In French.) Air Conditioning Equipment. March 15. E.S.B. 52500/70/J and E.S.B. 52521/70/J.

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TAIWAN

Bulletin 31/70

CENTRAL TRUST OF CHINA:
*7s. Splicing Tape. April 2. E.S.B. 52187/70/J.
*19s. Steel Sheet Piling and Strip Coil Welding Machine. March 16. E.S.B. 52332/70/J.
*5s. Steel Plate and H. Steel. March 31. E.S.B. 52333/70/J.
*31s. Transmission Line Towers. April 6. E.S.B. 52330/70/J.

TANZANIA

Bulletin 33/70

CENTRAL TENDER BOARD:
*3s. Airport Fire Fighting and Rescue Vehicles. March 21. E.S.B. 52441/70/J.

THAILAND

Bulletin 31/70

WEAVING ORGANIZATION:
Textile Machinery. March 16. E.S.B. 52341/70/J.

Bulletin 32/70

Textile Machinery. March 12. E.S.B. 52342/70/J.
Textile Machinery. March 20. E.S.B. 52343/70/J.
STATE RAILWAY OF THAILAND:
Screws. March 10. E.S.B. 52350/70/J.
Brushes. March 10. E.S.B. 52363/70/J.
Ticket Punches. March 16. E.S.B. 52353/70/J.
ROYAL IRRIGATION DEPARTMENT:
*3s. Surveying Instruments. March 16. E.S.B. 52351/70/J.
Stereoscopes and Pantographs. March 20. E.S.B. 52338/70/J.

TRINIDAD AND TOBAGO

Bulletin 32/70

TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*2s. Steel Cross Arms. April 10. E.S.B. 52468/70/J.
*1s. Stay Clips. April 10. E.S.B. 52465/70/J.

Bulletin 33/70

*3s. Stay Clips. April 10. E.S.B. 52464/70/J.
*1s. Pole Bends. April 10. E.S.B. 52466/70/J.
*1s. Pole Bends. April 10. E.S.B. 52467/70/J.
*1s. Overhead Line Clamps. April 10. E.S.B. 52469/69/J.
*1s. Aluminium Conductors. April 10. E.S.B. 52470/69/J.
*2s. Bolts and Nuts. April 10. E.S.B. 52471/69/J.

TURKEY

Bulletin 33/70

CUKUWVA ELEKTRIK AS:
Power Station Equipment. Closing date note stated. E.S.B. 52523/70/J.
PTT GENEL MUDURLUGU:
*15s. Parcel Tying Machines. April 1. E.S.B. 52522/70/J.

Bulletin 34/70

PETROL OFFICE:
*5s. Can Sealing Compound. March 11. E.S.B. 51522/70/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 30/70

GENERAL ORGANIZATION FOR GREATER CAIRO WATER SUPPLY:
*1s. Ozone Generating Units. Closing date not known. (Advance Information.) E.S.B. 52191/70/J.
*2s. Iron and Manganese Removing Units. Closing date not known. (Advance Information.) E.S.B. 52192/70/J.
*1s. Hypochlorite Generating Set. Closing date not known. (Advance Information.) E.S.B. 52193/70/J.
*1s. Aluminium Sulphate. Closing date not known. (Advance Information.) E.S.B. 52194/70/J.

Bulletin 33/70

Bore Hole Pumping Units and Screen Tubes. Closing date not known. (Advance Information.) E.S.B. 52551/70/J.

Bulletin 34/70

RADIO COMMUNICATION ADMINISTRATION:
*28s. Telecommunication Equipment. March 25. E.S.B. 52648/70/J.
GENERAL ORGANIZATION FOR POTABLE WATERS:
*7s. Water Demineralization Plants. Closing date not known. E.S.B. 52635/70/J.)

This Merriworth TIR semi-trailer, with wide-spread bogie, is one of two trailers being operated on new continental services inaugurated by Silver Knight Continental Express Ltd. Initially these services are between the United Kingdom and Marseilles, France, but they will soon be extended to Malta and probably supplemented by another to Sicily. A trip out to Malta or back, by way of Southampton, Le Havre and Marseilles, normally occupies five days.

UNITED STATES OF AMERICA

Bulletin 31/70

UNITED STATE CORPS OF ENGINEERS:
Switchgear and Transformers. March 17. (Advacne Information.) E.S.B. 52186/70/J.

URUGUAY

Bulletin 32/70

OBRAS SANITARIAS DEL ESTADO:
*59s. (In Spanish.) Construction of a Building. March 13. E.S.B. 52476/70/J.
ADMINISTRACION DE LAS OBRAS SANITARIAS DEL ESTADO:
Pumps. Closing date postponed to March 11. (Further Information.) E.S.B. 53175/70/J.
Pumping Equipment. Closing date postponed to March 12. (Further Information.) E.S.B. 53431/70/J.

VIETNAM

Bulletin 32/70

INDUSTRIAL DEVELOPMENT CENTRE:
*12s. Synthetic Resin Plant. March 31. E.S.B. 52381/70/J.
*11s. (In French.) Stationery Machinery. March 31. E.S.B. 52391/70/J.
*12s. Machinery for Fluorescent Whitening Agent Production. April 1. E.S.B. 52475/70/J.
*30s. Cotton Wool and Sanitary Towel Manufacturing Plant. March 31. E.S.B. 52473/70/J.

Bulletin 33/70

*11s. Toothpaste Plant; Aluminium Tube Machinery. April 1. E.S.B. 52474/70/J.

YUGOSLAVIA

Bulletin 31/70

RUDNAP, EXPORT-IMPORT:
*10s. (Press Notice.) Plastic Machinery and Equipment. April 29. E.S.B. 52308/70/J.
NEWSPAPER PUBLISHING AND PRINTING HOUSE:
*1s. (Press Notice.) Printing Machine. April 29. E.S.B. 52309/70/J.
TEKIG-INVEST:
*1s. (Press Notice.) Textile Machinery and Equipment. April 29. E.S.B. 52373/70/J.
TOOL FACTORY:
*1s. Workshop Machinery. April 29. E.S.B. 52307/70/J.
DINARA ENTERPRISE FOR FOREIGN TRADE AND COMMERCIAL-TECHNICAL CO-OPERATION:
*3s. Workshop Machinery and Equipment. April 29. E.S.B. 52310/70/J.
MEGA ENTERPRISE FOR METAL PROCESSING:
*2s. Metal Processing Machinery and Equipment. April 29. E.S.B. 52306/70/J.

Bulletin 33/70

SUMSKO INDUSTRIJSKI KOMBINAT:
*1s. Saw Mill Plant. April 22. E.S.B. 52443/70/J.
ENTERPRISE VANDAR IMPORT-EXPORT:
*1s. Dumpers, Excavators. April 22. E.S.B. 52442/70/J.
CHROMOS-BELGRADE:
*1s. Bookbinding Machines. April 22. E.S.B. 52448/70/J.
JUGOELEKTRO - IMPORT - EXPORT ENTERPRISE:
*1s. Furniture Factory Plant. April 22. E.S.B. 52445/70/J.
*1s. Woodworking Machines. April 22. E.S.B. 52446/70/J.
NEWSPAPER PUBLISHING HOUSE:
*1s. Printing Machinery. April 22. E.S.B. 52450/70/J.
TEKIG-INVEST, BELGRADE:
*1s. Textile Machinery. April 22. E.S.B. 52447/70/J.
RAILWAY TRANSPORT ENTERPRISE:
*1s. Locomotives and Coaches. April 22. E.S.B. 52444/70/J.
SANOLABOR - IMPORT-EXPORT ENTERPRISE:
*1s. X-ray Equipment. April 22. E.S.B. 52451/70/J.

ZAMBIA

Bulletin 32/70

CENTRAL SUPPLY AND TENDER BOARD:
*3s. Log Saw. April 3. E.S.B. 52503/70/J.

Bulletin 34/70

*2s. Fire Fighting Equipment. April 3. E.S.B. 52504/70/J.

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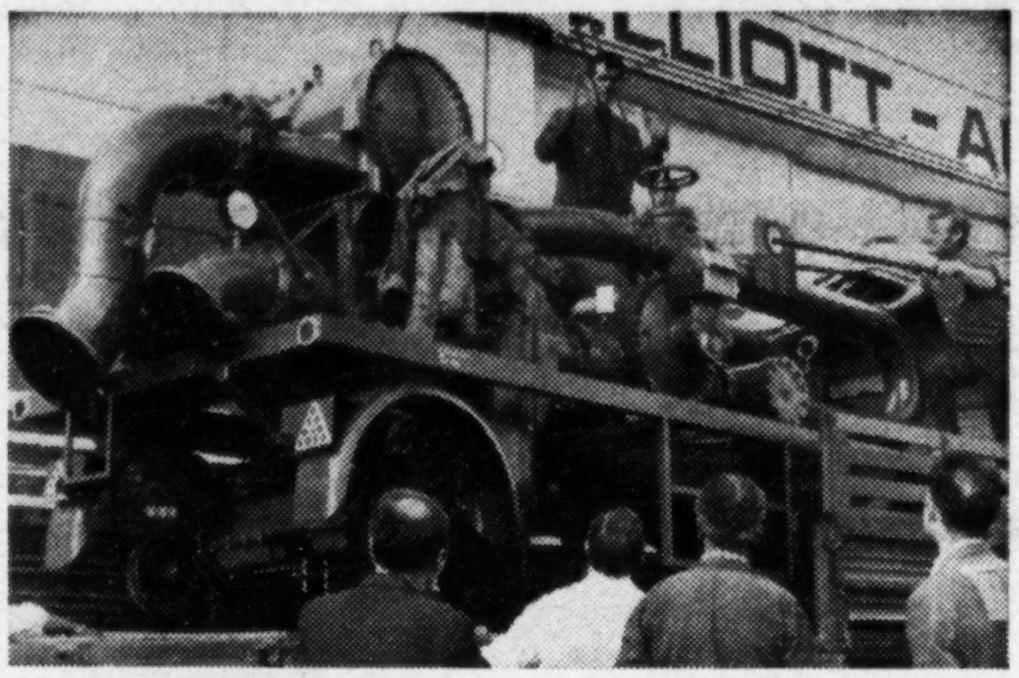


A mobile fuel oil blending unit built by Elliott-Automation Control Valves Limited – part of GEC-Elliott Automation – being loaded at the company's Rochester factory en route to Kotor in Southern Yugoslavia. Yugopetrol will use the equipment, which is self contained, to blend ships' bunkering oil. A similar blender has also been supplied recently to a customer in West Africa.

Lightweight liquid containers, which will soon be carrying overproof rum across the Atlantic from Guadeloupe in the Leeward Islands to a blending plant in Europe, and from Kingston Jamaica to Liverpool, are seen here being loaded at the Bilston works of the John Thompson Transporter Division. The containers, which are part of a consignment of 30 ordered by the House of Seagram Limited, are lined with stainless steel and are each capable of holding 575 gallons of liquid.

The main manufacturing area at the new headquarters of Honeywell Ltd's. Industrial Products Group at Uddingston, Lanarkshire The Group are now working on £1 million export orders received in the last 10 months for their recently launched range of Vutronik miniature instrumentation.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ALGERIA

Bulletin 33/70

1s. Inquiry for wire; tape. E.S.B. 50191/69/J.

ARGENTINA

Bulletin 32/70

Inquiry for vibrating machine. E.S.B. 4133/70/J.

AUSTRALIA

Bulletin 31/70

Agency inquiry for Scotch whisky. E.S.B. 4082/70/J.
Agency inquiry for stationery. E.S.B. 42006/69/J.

Bulletin 33/70

Manufacture under licence/agency – fireproofing coatings; impregnating and lining materials. E.S.B. 53059/69/J.

Bulletin 34/70

Agency inquiry for refrigeration compressors. E.S.B. 4381/70/J.
Inquiry for foodstuffs. E.S.B. 4462/70/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 30/70

10s. Inquiry for cables. E.S.B. A/9/70/J.
10s. Inquiry for cathode ray oscilloscope and oscilloscope camera. E.S.B. A/10/70/J.
1s. Inquiry for industrial waste compacting and spreading machine. E.S.B. S/10/70/J.

Bulletin 31/70

Inquiry for silicon solar cells. E.S.B. M/1/70/J.
9s. Inquiry for conductor. E.S.B. A/8/70/J.
9s. Inquiry for battery banks. E.S.B. A/7/70/J.
2s. Inquiry for differential multimeters. E.S.B. S/13/70/J.

Bulletin 32/70

2s. Inquiry for meter calibrators. E.S.B. S/11/70/J.
2s. Inquiry for voltmeter/null detectors. E.S.B. S/12/70/J.

AUSTRIA

Bulletin 30/70

Agency inquiry for lathes. E.S.B. 3799/70/J.
Agency inquiry for do-it-yourself hardware; kitchen holloware and equipment; electrical domestic equipment. E.S.B. 3026/70/J.

Bulletin 31/70

Agency inquiry for cleaning machines; cleaning materials; cosmetics. E.S.B. 45373/69/J.

Bulletin 32/70

Inquiry for air-conditioning equipment; boilers. E.S.B. 4407/70/J.

Bulletin 33/70

Inquiry for iron flanges. E.S.B. 4600/70/J.

BAHAMAS

Bulletin 33/70

Agency inquiry for sponges. E.S.B. 4255/70/J.

Bulletin 34/70

Agency inquiry for paper rolls for adding machines. E.S.B. 4429/70/J.

BAHRAIN

Bulletin 30/70

Ban on cyclamates. E.S.B. 1209/G/J.

Bulletin 31/70

Inquiry for display figures. E.S.B. 3172/70/J.

BARBADOS

Bulletin 32/70

Inquiry for cosmetics; costume jewellery; cutlery; domestic electrical equipment; earthenware; glassware; haberdashery; leatherware; novelties; plastic ware; radios; household goods. E.S.B. 4402/70/J.

Bulletin 34/70

Agency inquiry for bolts; nuts; washers. E.S.B. 4463/70/J.
Agency inquiry for building materials, equipment and fittings. E.S.B. 4378/70/J.

BELGIUM

Bulletin 30/70

Agency inquiry for disposable clothing; paper plates; tissues. E.S.B. 3829/70/J.
Inquiry for raincoats. E.S.B. 4301/70/J.

Bulletin 31/70

Agency inquiry for furniture. E.S.B. 3817/70/J.

Bulletin 33/70

Inquiry for sheepskins. E.S.B. 4552/70/J.

Bulletin 34/70

Inquiry for school chalks. E.S.B. 4559/70/J.
Inquiry for bituminous coatings. E.S.B. 816/70/J.

BERLIN

Bulletin 34/70

Inquiry for automatic filter gravel plant; rust removing plant. E.S.B. 4449/70/J.

BRAZIL

Bulletin 30/70

Inquiry for printing paper. E.S.B. 3899/70/J.

BRITISH HONDURAS

Inquiry for chain saws; dometsic appliances; fertilizers; fungicides; herbicides; insecticides; radios; record players; tape recorders; tyres. E.S.B. 4216/70/J.

BULGARIA

Bulletin 32/70

Inquiry for battery cells and components. E.S.B. 38107/69/J.

CANADA

Bulletin 30/70

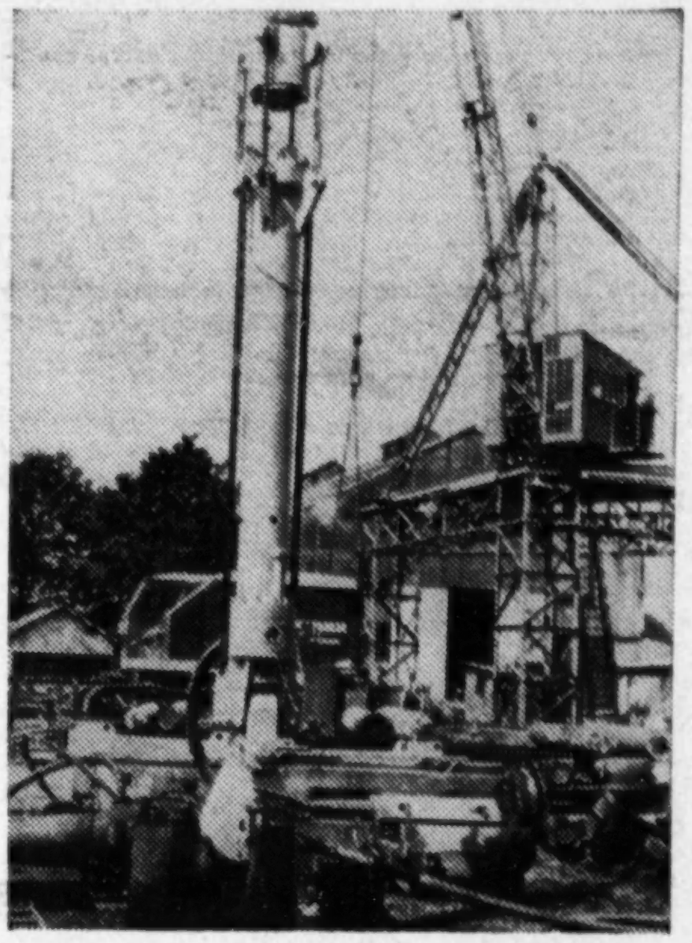
Inquiry for glass food jars. E.S.B. 3934/70/J.
Agency inquiry for inflatable air-supported structures. E.S.B. 3916/70/J.
Inquiry for footwear. E.S.B. 3530/70/J.
Agency inquiry for boots. E.S.B. 3689/70/J.
Inquiry for steel and malleable castings. E.S.B. 3885/70/J.
Inquiry for playground equipment. E.S.B. 4150/70/J.

Bulletin 31/70

Agency inquiry for cosmetics. E.S.B. 3933/70/J.
2s. Inquiry for angle iron; bars; flats; wire. E.S.B. 9766/70/J.
Inquiry for replica arms and uniforms. E.S.B. 3665/70/J.
Agency inquiry for mattress tickings. E.S.B. 3499/70/J.
Inquiry for concrete mixers. E.S.B. 4139/70/J.
Inquiry for electric welders. E.S.B. 2574/70/J.

Bulletin 32/70

Inquiry for machine tools accessories. E.S.B. 4477/70/J.



Between March 1969 and January 1970 The British Steel Piling Company Limited sold 27 of their heavy-duty steel sheet pile extractors to their distributors in the United States, Conmaco Inc. of Kansas City. In the same period several BSP heavy-duty extractors were also exported to other parts of the world including Poland, Sweden, Australia and New Zealand. Our picture shows one of the six extractors being tested at the BSP works at Claydon, Suffolk, before being shipped to the United States in January.

Bulletin 34/70

Agency inquiry for pollution instrumentation and control equipment. E.S.B. 3666/70/J.
Agency inquiry for glassware. E.S.B. 1499/70/J.
Inquiry for audio reproduction plant. E.S.B. 4625/70/J.

COLOMBIA

Bulletin 33/70

Agency inquiry for hospital and laboratory equipment. E.S.B. 3835/70/J.

DENMARK

Bulletin 30/70

Inquiry for mobile air heaters. E.S.B. 2912/70/J.

Bulletin 32/70

Inquiry for cotton velour; moquette. E.S.B. 40831/69/J.
Hotel accommodation in Copenhagen. E.S.B. 1209/G/J.
Inquiry for aluminium profiles; bolts; nuts; screws; steel plating. E.S.B. 4451/70/J.

Bulletin 33/70

Agency inquiry for belts; handbags; travel cases. E.S.B. 4389/70/J.

Bulletin 34/70

Agency inquiry for carpets. E.S.B. 2925/70/J.

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DUBAI

Bulletin 30/70

Inquiry for bottled gas cooking stoves; ceramic bulb holders. E.S.B. 4070/70/J.

Bulletin 32/70

Agency inquiry for radios; record players; tape recorders; television sets. E.S.B. 4105/70/J.

EL SALVADOR

Bulletin 34/70

Agency inquiry for paper converting machinery; photographic printing machinery. E.S.B. 4545/70/J.

ETHIOPIA

Bulletin 32/70

Agency inquiry for hosiery and knitting machines; hand operated knitting machines; machine knitting yarns. E.S.B. 4152/70/J.

FINLAND

Bulletin 32/70

Agency inquiry for costume jewellery; leather belts; ornamental bathroom accessories. E.S.B. 3347/70/J.

Bulletin 33/70

Agency inquiry for bathroom sets. E.S.B. 1717/70/J.
Agency inquiry for air purifying equipment. E.S.B. 4217/70/J.

Bulletin 34/70

Agency inquiry for yarns. E.S.B. 4602/70/J.
Agency inquiry for catches; clamps; ferrules; screws; washers. E.S.B. 4703/70/J.
Agency inquiry for lead glass sheets. E.S.B. 4497/70/J.
Agency inquiry for fabrics; carpet yarns; fur fabrics; artificial leather. E.S.B. 4719/70/J.

FRANCE

Bulletin 30/70

Inquiry for photographic equipment; loudspeakers. E.S.B. 3505/70/J.
Inquiry for pallet loaders. E.S.B. 4033/70/J.

Bulletin 31/70

Agency inquiry for biscuits; chocolates; confectionery. E.S.B. 4043/70/J.
Agency inquiry for fabrics. E.S.B. 4151/70/J.
Inquiry for cranes. E.S.B. 4110/70/J.
Inquiry for cheese. E.S.B. 4431/70/J.
Agency inquiry for knitwear; sportswear; suitings. E.S.B. 3909/70/J.

Bulletin 32/70

Inquiry for crane; forklift truck. E.S.B. 2833/70/J.

Bulletin 33/70

Inquiry for conveyor belt; nylon cable. E.S.B. 4327/70/J.
Inquiry for electric oven; packing machinery; storage racks. E.S.B. 4380/70/J.
Inquiry for sand. E.S.B. 4571/70/J.
Agency inquiry for hardware; office supplies. E.S.B. 4376/70/J.
Inquiry for carpets; furniture. E.S.B. 4109/70/J.

Bulletin 34/70

Agency inquiry for candlewick bedspreads. E.S.B. 52085/69/J.
Agency inquiry for machine tools. E.S.B. 4570/70/J.
Inquiry for stock-pickers. E.S.B. 4415/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 30/70

Inquiry for artificial leather cloth; piece-goods. E.S.B. 3382/70/J.
Inquiry for bolts; nuts; screws. E.S.B. 3662/70/J.
Inquiry for carpets and carpeting; carpet tiles; rugs. E.S.B. 2769/70/J.
Agency inquiry for metals. E.S.B. 3685/70/J.
Agency inquiry for trousers. E.S.B. 31443/69/J.
Inquiry for dresses; men's, women's and children's pullovers. E.S.B. 3942/00/J.

Bulletin 31/70

Inquiry for steel plate. E.S.B. 4276/70/J.
Inquiry for polypropylene foil. E.S.B. 4227/70/J.
Agency inquiry for lamp stands. E.S.B. 20810/69/J.
Agency inquiry for yarns. E.S.B. 3518/70/J.
Agency inquiry for lace; women's clothing. E.S.B. 3534/70/J.
Inquiry for building materials. E.S.B. 3732/70/J.
Inquiry for heat exchangers. E.S.B. 4436/70/J.
Agency inquiry for borers and twist drills; cutting tools; hand tools; gardening tools; horticultural and forestry tools. E.S.B. 4037/70/J.

Bulletin 32/70

Inquiry for bolts; nuts; screws. E.S.B. 2311/70/J.
Inquiry for cotton and spun rayon greys; upholstery fabrics. E.S.B. 4304/70/J.
Manufacture under licence – socks. E.S.B. 51433/69/J.
Agency inquiry for glass and porcelain ovenware. E.S.B. 45244/69/J.
Agency inquiry for paper. E.S.B. 4210/70/J.
Inquiry for steel bushes. E.S.B. 4118/70/J.

Bulletin 33/70

Inquiry for confectionery; foodstuffs. E.S.B. 4307/70/J.
Inquiry for knitwear; outerwear. E.S.B. 4281/70/J.
Inquiry for whisky. E.S.B. 4298/70/J.
Inquiry for rubber floor covering material. E.S.B. 4461/70/J.
Inquiry for dresses; knitwear. E.S.B. 3703/70/J.

Bulletin 34/70

Agency inquiry for yarns. E.S.B. 4574/70/J.
Inquiry for hydraulic motors; pumps. E.S.B. 4117/70/J.
Inquiry for knitting machine. E.S.B. 1329/70/J.
Inquiry for biscuits; sweets. E.S.B. 3107/70/J.
Inquiry for foil. E.S.B. 4409/70/J.
Agency inquiry for bathroom fittings; brassware; pewterware. E.S.B. 45196/69/J.
Inquiry for carbon rods, electric bulb components, glucose, hop extracts, malt extracts; non-ferrous metals and products. E.S.B. 4509/70/J.
Inquiry for boat accessories; gymnastic equipment; industrial clothing and footwear; protective clothing; rubber gloves. E.S.B. 4218/70/J.
Inquiry for barometers; binoculars; magnifying glasses; opticians' supplies; spectacles; frames and glasses; sun glasses. E.S.B. 4741/70/J.
Agency inquiry for measuring rules; saw blades. E.S.B. 4721/70/J.
Inquiry for vehicle replacement parts. E.S.B. 4359/70/J.

GHANA

Bulletin 32/70

Inquiry for cables; clothing; pipes; steel tubes; textiles; wires. E.S.B. 2350/70/J.

GREECE

Bulletin 30/70

Agency inquiry for chemicals; dyestuffs; plastics raw materials. E.S.B. 3485/70/J.

Bulletin 31/70

Inquiry for dryers. E.S.B. 4126/70/J.

Bulletin 34/70

Agency inquiry for washing machines. E.S.B. 4579/70/J.

GUATEMALA

Bulletin 30/70

Agency inquiry for orthopaedic footwear and appliances. E.S.B. 3891/70/J.

Bulletin 33/70

Inquiry for diesel engine and truck spare parts. E.S.B. 4269/70/J.

HAITI

Bulletin 30/70

Inquiry for galvanized water pipes; steel wool; talcum powder. E.S.B. 4038/70/J.

HONG KONG

Bulletin 32/70

Inquiry for effluent treatment. E.S.B. 3560/70/J.

ICELAND

Bulletin 30/70

Agency inquiry for glass bottles. E.S.B. 3553/70/J.

Bulletin 33/70

Agency inquiry for camping equipmen ; sleeping bags. E.S.B. 48395/69/J.

Bulletin 34/70

Agency inquiry for jam; marmalade. E.S.B. 39178/69/J.
Agency inquiry for hardwood; building board veneers; building boards. E.S.B. 4297/70/J.

INDIA

Bulletin 31/70

2s. Inquiry for PVC and polyethylene sack manufacturing equipment. E.S.B. 4265/70/J.

Bulletin 34/70

Inquiry for hydraulic cylindrical grinding machine. E.S.B. 4669/70/J.

IRAN

Bulletin 30/70

Manufacture under licence – cosmetic and pharmaceuticals preparations. E.S.B. 3989/70/J.

IRAQ

Bulletin 34/70

Operation of foreign companies. E.S.B. 1209/G/J.
Import monopolies by state-owned companies. E.S.B. 1209/G/J.

IRISH REPUBLIC

Bulletin 34/70

Agency inquiry for acoustic tiles; suspended ceiling systems. E.S.B. 4472/70/J.

ISRAEL

Bulletin 30/70

Agency inquiry for air-conditioning units; electric fans; sports and camping equipment; toys; vending machines. 38293/69/J.

Bulletin 33/70

Agency inquiry for building hardware. E.S.B. 4329/70/J.
Agency inquiry for synthetic/linen fabrics. E.S.B. 4328/70/J.

Bulletin 34/70

Agency inquiry for electronic components; telephone dialling machines; television antenna equipment. E.S.B. 4408/70/J.
Inquiry for cold leading machine. E.S.B. 3653/70/J.
Agency inquiry for paper handling machinery. E.S.B. 4377/70/J.
Agency inquiry for plastics processing machinery and equipment. E.S.B. 4656/70/J.
Agency inquiry for paper plates. E.S.B. 15652/69/J.
Agency inquiry for Irish linen for hotels. E.S.B. 4416/70/J.

ITALY

Bulletin 30/70

Manufacture under licence/agency – industrial induction furnaces; thermal plant accessories. E.S.B. 3660/70/J.
Agency inquiry for printed fabrics. E.S.B. 39996/69/J.
Agency inquiry for lock-in amplifiers. E.S.B. 50464/69/J.
Agency inquiry for electric and thermal laboratory equipment; industrial electric regulating and measuring equipment. E.S.B. 2971/70/J.
Inquiry for wallpaper – wall tapestries – glass bricks. E.S.B. 3823/70/J.
Inquiry for tinplate. E.S.B. 4134/70/J.

Bulletin 31/70

Inquiry for stainless steel coils and sheets. E.S.B. 4305/70/J.
Inquiry for prefabricated buildings; building techniques. E.S.B. 3621/70/J.
Manufacture under licence – greases; lubricants; oils; protective coatings. E.S.B. 3498/70/J.

Bulletin 32/70

Inquiry for accident prevention materials and equipment; electric drills; first-aid equipment; maintenance plant for petro-chemical industry; industrial fire-fighting systems; protective clothing. E.S.B. 3123/70/J.
Agency inquiry for carpeting; curtaining; furnishing fabrics; porcelain ornaments; wallpaper. E.S.B. 3622/70/J.
Inquiry for bedspreads. E.S.B. 4323/70/J.

Bulletin 33/70

Agency inquiry for packaging machine feeder; stapling machines. E.S.B. 4120/70/J.
Inquiry for boilers; burners; domestic and industrial heaters; valves. E.S.B. 4321/70/J.
Agency inquiry for grapefruit and pineapple juice; haberdashery; hardware; tea. E.S.B. 3590/70/J.
Inquiry for flanges. E.S.B. 2870/70/J.
Inquiry for grinding wheels; flexible abrasives; sanding discs. E.S.B. 4203/70/J.
Agency inquiry for vending machines. E.S.B. 43352/69/J.

Bulletin 34/70

Agency inquiry for radar. E.S.B. 4257/70/J.
Inquiry for fabrics; yarn. E.S.B. 2283/70/J.
Agency inquiry for beer; whisky. E.S.B. 4624/70/J.

JAPAN

Bulletin 30/70

Agency inquiry for small leather goods. E.S.B. 37267/69/J.

Bulletin 31/70

2s. Agency inquiry for electric motor production equipment; foundry equipment. E.S.B. 48904/69/J.
Manufacture under licence—pipe-benders; square grain silos. E.S.B. 3801/70/J.
Agency inquiry for glass fibre fabrics. E.S.B. 4166/70/J.

Bulletin 34/70

Manufacture under licence – cranes; polyethylene pettelizers. E.S.B. 3837/70/J.

KENYA

Bulletin 31/70

Inquiry for animal food additives. E.S.B. 4284/70/J.

Bulletin 33/70

Inquiry for steel rolling mill. E.S.B. 4493/70/J.

KUWAIT

Bulletin 30/70

Inquiry for bathroom accessories; electric lamps. E.S.B. 3962/70/J.
Agency inquiry for fabrics. E.S.B. 3542/70/J.

Bulletin 31/70

Agency inquiry for cables; chemicals; laboratory glassware; rubber products for medical and laboratory use; pipes; surgical instruments. E.S.B. 3913/70/J.

Bulletin 33/70

Agency inquiry for cookers; fishing equipment; ironmongery; locks; paints; tiles; wallpaper. E.S.B. 4108/70/J.

Bulletin 34/70

Agency inquiry for clothing, linseed oil; piece goods. E.S.B. 37445/69/J.

Bulletin 34/70

Inquiry for hospital furniture; laundry equipment. E.S.B. 4568/70/J.

LEBANON

Bulletin 31/70

Inquiry for artificial leathers; rubberized cloth; PVC sheeting; zip fasteners. E.S.B. 53067/69/J.

MALAWI

Bulletin 34/70

Agency inquiry for clothing; nylon piece-goods; shoes. E.S.B. 4404/70/J.
Inquiry for plastic baskets. E.S.B. 4528/70/J.
Inquiry for weighing machine. E.S.B. 4857/70/J.

MALAYSIA

Bulletin 32/70

Inquiry for pipe fittings; hardware; steel. E.S.B. 3555/70/J.

MALTA

Bulletin 30/70

Agency inquiry for confectionery; glucose; ground almond substitute; jams. E.S.B. 3970/70/J.

Bulletin 31/70

Agency inquiry for almond substitute; starch; paint. E.S.B. 3940/70/J.
Agency inquiry for office equipment; printing paper. E.S.B. 4242/70/J.

Bulletin 32/70

Agency inquiry for cinnamon; cloves; ice cream; wafers and cones; wafer paper. E.S.B. 4279/70/J.

Bulletin 34/70

Agency inquiry for domestic circuit breakers. E.S.B. 4219/70/J.
Agency inquiry for candlewick bath mats; hot water bottles; sponges. E.S.B. 3757/70/J.

MONTSERRAT/LEEWARD ISLANDS

Bulletin 32/70

Inquiry for electric switches; PVC pipes; soya bean oil. E.S.B. 4492/70/J.

MONTSERRAT
Bulletin 31/70
Inquiry for copper tubing; floor covering; electrical kitchen equipment; kitchen hardware and holloware; PVC conduits and pipes. E.S.B. 3481/70/J.
Bulletin 32/70
Inquiry for water heaters. E.S.B. 4427/70/J.

MAURITIUS
Bulletin 30/70
Inquiry for animal feed plant and machinery. E.S.B. 3910/70/J.

NETHERLANDS
Bulletin 30/70
Inquiry for electro-technical equipment. E.S.B. 2169/70/J.
Bulletin 31/70
Agency inquiry for clothing. E.S.B. 4119/70/J.
Inquiry for bolts; butt weld fittings; flanges; pipe fittings. E.S.B. 3871/70/J.
Bulletin 34/70
Agency inquiry for automotive spare parts; automotive servicing machinery. E.S.B. 4372/70/J.

NEW ZEALAND
Bulletin 32/70
Agency inquiry for computers. E.S.B. 4263/70/J.

NIGERIA
Bulletin 30/70
Inquiry for machine tools. E.S.B. 4165/70/J.
Bulletin 33/70
Inquiry for knitting machines. E.S.B. 4428/70/J.
Bulletin 34/70
Inquiry for bolts; electrical fittings; nuts; oil lamps; wire. E.S.B. 4585/70/J.

NORWAY
Bulletin 32/70
Inquiry for chamois leathers. E.S.B. 49971/69/J.
Bulletin 33/70
Agency inquiry for radio beacons. E.S.B. 3966/70/J.
Bulletin 34/70
Agency inquiry for fabrics. E.S.B. 37419/68/J.
Inquiry for plastic processing machinery. E.S.B. 4483/70/J.

POLAND
Bulletin 33/70
Inquiry for burners. E.S.B. 4322/70/J.

PORTUGAL
Bulletin 31/70
Agency inquiry for knitwear. E.S.B. 4002/70/J.

QATAR
Bulletin 30/70
Inquiry for generating sets; pumps. E.S.B. 4073/70/J.
Bulletin 32/70
Inquiry for building materials; clothing; cosmetics; cotton and poplins; electrical goods; leatherware; novelties; shoes; woollen materials. E.S.B. 2607/70/J.

RUMANIA
Bulletin 32/70
Inquiry for plastic bag sealing and printing machines. E.S.B. 49931/69/J.

SIERRA LEONE
Bulletin 34/70
Inquiry for cigarette lighters; dresses; furniture; handbags; shoes. E.S.B. 4467/70/J.

SINGAPORE REPUBLIC OF
Bulletin 33/70
Agency inquiry for power tools and accessories. E.S.B. 4354/70/J.
4s. Inquiry for electric motors; electronic components; generators; oscilloscopes; transformers. E.S.B. 4331/70/J.

SOUTH AFRICA
Bulletin 31/70
Agency inquiry for novelty containers. E.S.B. 3681/70/J.
Bulletin 34/70
Inquiry for antiques; antique weapons; carpets; copperware; fabrics; furniture; gifts; glass; motorized curtain tracks; novelties; pewter; porcelain; pottery; silverware. E.S.B. 2923/70/J.

SPAIN
Bulletin 34/70
Inquiry for piping. E.S.B. 4168/70/J.

SWEDEN
Bulletin 31/70
Inquiry for expanded metal; pressed trellises; steel bolts. E.S.B. 4303/70/J.
Bulletin 33/70
Agency inquiry for gas detectors. E.S.B. 4229/70/J.
Bulletin 34/70
Agency inquiry for carpet. E.S.B. 4487/70/J.
Agency inquiry for caravan accessories; trailer accessories. E.S.B. 4448/70/J.

SWITZERLAND
Bulletin 30/70
Agency inquiry for drives; gears; servo equipment; variators. E.S.B. 3138/70/J.
Agency inquiry for ceilings; lighting fittings and equipment; safety lights. E.S.B. 3729/70/J.
Inquiry for bolts; circlips; nuts; screws. E.S.B. 3946/70/J.
Inquiry for lenses. E.S.B. 6825/70/J.
Agency inquiry for anti-vibration devices; hydraulic hoses; silent blocks. E.S.B. 3804/70/J.
Bulletin 31/70
Agency inquiry for children's slacks and trousers. E.S.B. 4167/70/J.
Agency inquiry for building panels. E.S.B. 3945/70/J.
Agency inquiry for clothing. E.S.B. 3956/70/J.
Inquiry for men's fashion shirts. E.S.B. 35508/69/J.
Inquiry for paper. E.S.B. 4193/70/J.
Inquiry for bakery plant and equipment. E.S.B. 4140/70/J.
Agency inquiry for machine tools. E.S.B. 4127/70/J.
Inquiry for Irish piece-goods for skirts. E.S.B. 26479/69/J.
Agency inquiry for carpets. E.S.B. 45939/69/J.
Bulletin 33/70
Agency inquiry for pharmaceutical specialities. E.S.B. 4302/70/J.
Agency inquiry for knitwear; socks. E.S.B. 42027/69/J.
Agency inquiry for machine tools; measuring instruments. E.S.B. 4129/70/J.
Agency inquiry for air mattresses. E.S.B. 6757/70/J.
Inquiry for paint brushes. E.S.B. 7609/70/J.
Bulletin 34/70
7s. Inquiry for hoses and fittings. E.S.B. 4398/70/J.
Inquiry for medical supplies. E.S.B. 22315/69/J.
Inquiry for submersible pumps. E.S.B. 5943/70/J.

TAIWAN
Bulletin 30/70
7s. Inquiry for splicing tape. E.S.B. 42105/69/J.

TURKEY
Bulletin 30/70
Inquiry for consultancy services. E.S.B. 3218/70/J.

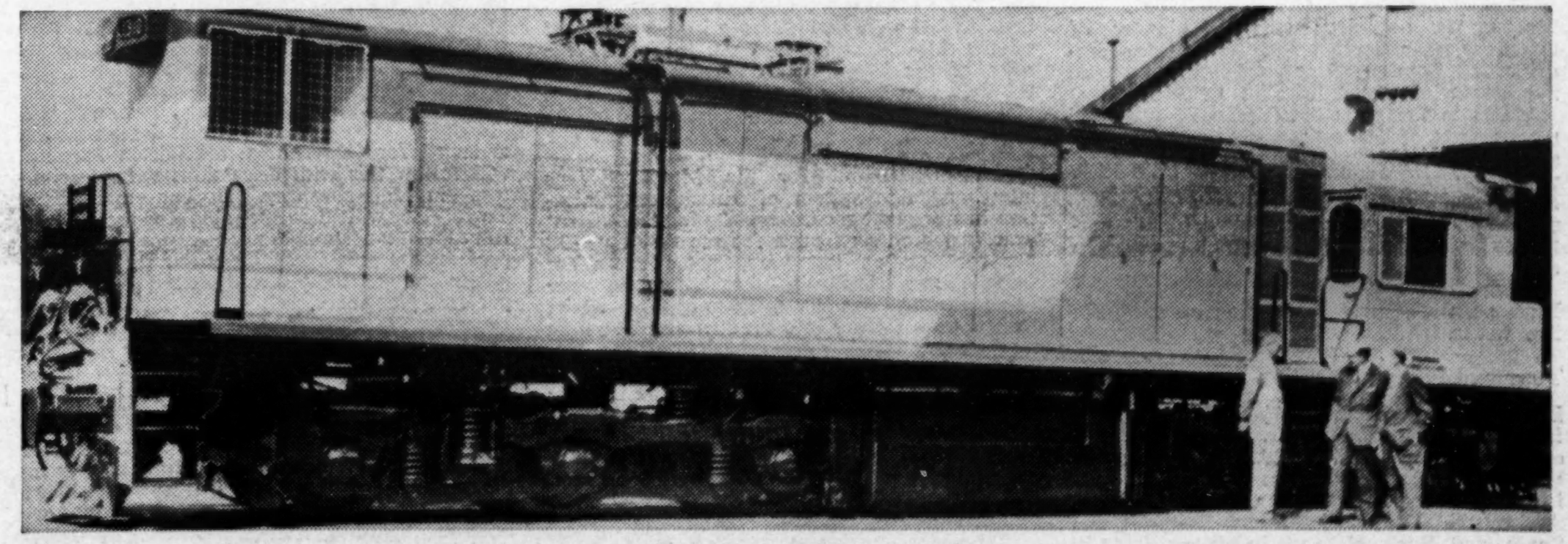
UGANDA
Bulletin 34/70
Agency inquiry for agricultural machinery and equipment. E.S.B. 35820/69/J.

UNITED STATES OF AMERICA
Bulletin 30/70
Inquiry for book coverings materials. E.S.B. 3831/70/J.
Bulletin 31/70
Inquiry for hobby items; model air planes and trains; woodcarving sets and tools. E.S.B. 4258/70/J.
Inquiry for gourmet foods. E.S.B. 4246/70/J.
Inquiry for braided rubber hose; pressure gauges. E.S.B 4365/70/J.
Agency inquiry for decorative items; gift items; novelties; wooden items. E.S.B. 4283/70/J.
Bulletin 32/70
Inquiry for gourmet cooking items. E.S.B. 4413/70/J.
Agency inquiry for children's clothing; hardware; household linens; scarves; women's gloves. E.S.B. 3095/79/J.
Inquiry for games; toys. E.S.B. 4403/70/J.
Bulletin 33/70
5s. Inquiry for metal furniture and components. E.S.B. 811/70/J.
Inquiry for chinaware; earthenware; games; glass; leather goods; pewterware; silverware. E.S.B. 4471/70/J.
Bulletin 34/70
Inquiry for golf balls; golf clubs. E.S.B. 4208/70/J.
Agency inquiry for furniture. E.S.B. 4075/70/J.

VENEZUELA
Bulletin 30/70
Agency inquiry for chemicals. E.S.B. 3715/70/J.
Bulletin 33/70
Inquiry for materials handling equipment and components; wheels; castors. E.S.B. 3054/70/J.

YUGOSLAVIA
Bulletin 31/70
Inquiry for dry air production equipment; semiconductor production equipment and instruments; water di-ionizing equipment. E.S.B. 15000/69/J.

ZAMBIA
Bulletin 33/70
Inquiry for clothing; tinned foodstuffs. E.S.B. 2142/70/J.



English Electric-AEI Traction Ltd. have supplied over 120 diesel-electric locomotives for service in Queensland since 1952, and the 16th order was placed recently for 10 1,950 hp main line units, of which type 30 are already in service. Manufacture and erection of the locomotives will be undertaken at GEC-English Electric Pty. Ltd., works in Australia, but the order includes £400,000-worth of engines and electrical equipment to be produced at the company's works in the United Kingdom. Over 500 English Electric-AEI-built locomotives are in service throughout Australasia, where over one-third of all diesel-electrics are powered by English Electric-AEI equipment. Pictured is a Co-Co diesel-electric locomotive designed and manufactured for Queensland Government Railways.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

An export trip covering eight countries in the Middle and Far East is soon to be made by two executives of the cable division of Greengate and Irwell Rubber Co. Ltd., the Manchester-based subsidiary of the Slater Walker Group. Mr. W. K. Lewis (sales director) and Mr. G. Duckett (export manager) left on February 19 and will visit the Lebanon, Bahrain, Abu Dhabi, Dubai, Pakistan, Malaya, Singapore and Hong Kong. The trip is being made to follow up earlier successful export tours to the Middle East for the Greengate range of specialized electric cables, also to increase and expand existing markets in the Far East.

Visiting United States and Far East

MR. JOHN CRAIG, engineering director of Howard Rotavator Co. Ltd., one of the Rotary Hoes group, of West Horndon, Essex, is currently visiting Howard subsidiaries in the United States and Australia to co-ordinate research and development projects.

In the course of his overseas trip he will also be calling on Howard's distributors in Mexico, where trials are being carried out on a recent development of the M series Rotavator to widen its application in sugar-cane plantations.

In addition, Mr. Craig will have discussions with the International Rice Research Institute in the Philippines on the development of machines for rice agriculture, in which Howard Rotavator is already playing a major part – especially in South East Asia.

On his way home Mr. Craig will have further discussions on this subject in Malaya with Mr. Gordon Barnett, Howard's director of operations in South East Asia.

Surveying market prospects

MR. PAUL G. NORTON, export marketing manager of Babychic Ltd., Crediton, Devon, manufacturers of stretch babies' and children's clothing, is surveying market prospects and visiting agents and distributors in Gibraltar, Spain and Portugal.

Five-week round trip

MR. H. M. SEWARD, managing director of Optrex Ltd., manufacturers of eye-care products, left London recently to investigate local manufacturing possibilities in Jamaica.

While in the West Indies Mr. Seward willl meet agents of the company with the aim of stimulating sales. He then visits New York, where Optrex supply eye masks to Andrea Raab – in the past 18 months more than two million masks have been supplied to this particular customer, a trading outlet which is expanding with each order.

On his return journey Mr. Seward will visit France. In all, Mr. Seward will be away for five weeks.

Tour and fair participation

LEAVING this week for a 6½-week tour taking in several countries is Mr. Simon Ackstine, export manager of Pifco Ltd., the Manchester-based small appliances manufacturers. His itinerary covers Southern, Central and East Africa, the Near and Middle East, Greece, Spain and Portugal, and he is particularly interested in the developing markets of Africa, such as Kenya, Malawi and Zambia.

The purpose of Mr. Ackstine's trip is to further the company's relationship with the various Pifco distributors and dealers, to discuss the Pifco programme for the coming year and to promote business, meeting the challenges of the 1970s for new electrical beauty aid products, together with other major lines.

Leading South African stores will feature products during the British Fortnight organized by BNEC to link with the Rand Easter Show. Pifco have taken a stand in the show's British Pavilion.

In the United States

MR. A. T. M. HENDERSON, manager, tweed exports, of Munrospun Ltd., Restalrig, Edinburgh, is currently visiting the United States, surveying market prospects and calling on existing and prospective customers in New York, Chicago, Los Angeles, San Francisco and Boston. He expects to be away for a month.

His company manufacture knitwear, tweeds and clothing.

Caribbean and African visits

MR. S. E. J. LINDSEY, Paterson Candy International Ltd., will join the 16-member Caribbean trade mission organized by the London Chamber of Commerce under the leadership of the Rt. Hon. the Lord Macpherson of Drumochter. The mission will visit Jamaica, Guyana, Trinidad, Tobago, St. Lucia, Barbados and Surinam.

A tour of Ghana and Nigeria is being undertaken by Mr. D. W. Dufour of the same company. During his three-week visit he will call on all the company's agents and will also inspect the progress of various contracts for water purification plants being undertaken in the area.

21,000-mile tour

MR. K. JESSOP, export manager of Jonas Woodhead Ltd., Leeds, has left on a 21,000-mile tour of the Middle and Far East, to further the sales of the Woodhead Group, specialists in the field of vehicle suspension.

Off to Australia and Canada

OVERSEAS demand for the Movitex Signs interchangeable system of visual communication has brought record exports for the current year, reaching six figures for the first time, 30 per cent up on last year. Boom areas are Canada and Australia, the latter currently being developed as a 'staging post' from which to penetrate further into the lucrative Far East market.

Mr. R. W. Bulfield, Movitex chairman, leaves this week on a month-long BNEC trade mission to Australia and Canada.

Products are exported to 27 countries, with local distributorships in main markets. Special letters are made for the Scandinavian market, and Japanese or Chinese characters can be manufactured if required.

Three-week safari

MR. A. E. LLOYD-DODD, general manager, Optrex (Overseas) Ltd., left recently for Lisbon, the first port of call on a three-week safari. His journey will continue to South Africa (Johannesburg and Cape Town) where the eye beauty product, 'Eye Dew', is shortly to receive a national launch. While in South Africa Mr. Lloyd-Dodd will seek an expansion of his company's interest, both in manufacturing and distribution sectors. He will also visit Mozambique and Angola.

South African tour

MR. F. G. CATCHPOLE, general sales manager for Ransomes grass machinery division, left recently for a 10-day tour of South Africa. He will be joining Ransomes technical representative, Mr. Eric Ramsey, who is already there assisting distributors in the Transvaal and Natal. Mr. Catchpole, who will attend a demonstration arranged for Government officials in Pretoria, will follow this with discussions with distributors in Johannesburg, Durban and Cape Town. He will then be able to assess how Ransomes can strengthen their position in the professional grass machinery market in South Africa, where they already hold over a 60 per cent plus share.

Off to Portugal

MR. LEONARD H. DALE, managing director of Dale Electric of Great Britain Ltd. and Erskine Laboratories Ltd., leaves soon as a member of a trade mission to Portugal, organized under the auspices of the British Hospitals Export Council. He will also be on a fact-finding mission regarding the possibilities of introducing and marketing standby power plant and medical equipment.

The Dale Group export nearly 70 per cent of their production all over the world. In 1969 the largest sales were made with standby sets for telecommunications and military applications.

Follow-up trip to Middle East

MR. BERNARD PEARSALL (sales director, Relite Electric Ltd.) left London last Friday as the head of the second overseas tour in the 1970 mission programme of the Birmingham Chamber of Commerce and Industry.

'Our main objective is to increase trade with the Gulf States,' says Mr. Pearsall, 'but the visit will also provide opportunities for the members of our mission to cultivate personal links with overseas agents and representatives and to make new contacts in this most important area of the Middle East.'

Mr. Pearsall, a regular visitor to the Middle East, confidently predicted worthwhile results for the tour both in immediate orders and long-term business.

The three-week tour begins in Bahrain and continues down the Gulf with stays at Qatar, Abu Dhabi, Dubai and Sharjah, returning to Kuwait, where the group will disband on March 12.

This venture, which is supported by the BNEC, follows up a similar mission to these constantly developing markets mounted by the Birmingham Chamber in 1966.

Product groups represented on the mission include pipework assemblies for the oil industry, pressed steel tanks and pontoons, commercial and industrial street lighting, trailers, trucks and trolleys for public authorities, electrical switch and fuse gear, motor control gear, ceiling fans, steel office furniture and safes, centrifugal water pumps, jewellery, tractor and motor spares, sanitary fixtures and fittings, haberdashery goods, pharmaceuticals, surgical products of sterilized needle industry, scholastic goods and laboratory accessories, electrical wiring accessories and ladies' fashionware.

Ambitious programme

THIS SPRING, the London Fur Fashion Export Group has arranged its most ambitious promotion programme. It includes a fourth selling mission – sponsored by the BNEC – to Stockholm, a first mission to Italy (Milan), and participation in international exhibitions in five other overseas centres: Turin, Copenhagen, Munich, Paris and Frankfurt. In addition, the group's new collections will be on show during the London Fashion Export Season in April.

Export orders for the Group – formed three years ago – are already well over £2 million.

BNEC survey of New Zealand market

MR. PHILIP CHAPPELL, a managing director of Morgan Grenfell & Co. Ltd., the merchant bankers, and Professor Roland Smith, Professor of Marketing at the University of Manchester Institute of Science & Technology, arrive in New Zealand on Monday, March 2, to carry out a four-week survey of the market for the New Zealand section of the BNEC Australia and New Zealand Committee.

Their task will be to survey the economy generally; study the long-term implications of the proposals put forward by the recent National Development Conference; isolate the opportunities for both direct exports and investment; and examine the changing pattern of trade between New Zealand and the United Kingdom. During their stay they will visit various places, including Wellington, Auckland, Christchurch, Dunedin and Invercargill, and meet New Zealand Government officials, the British High Commission, leading businessmen from commerce and industry, and representatives of the academic world.

Lord Hayter, chairman of BNEC Australia and New Zealand comments: 'We place great value on this research, which will help the Board of Trade and BNEC to plan the future promotion of our trade with New Zealand.' Lord Hayter went on to say: 'After the sharp reduction in New Zealand's total imports in 1967 and 1968, it is gratifying that the 1969 figures show a record value of imports of which the British share was worth £119.8 million, representing just over 30 per cent of all New Zealand imports.'

Visiting South Africa

A 20-MAN EXPORT MISSION from the City of Westminster Chamber of Commerce left recently on a three-week tour of South Africa. The members represent a wide cross-section of British products and services, including manufacturers of tableware, textiles, aluminous cements, refrigeration and air-conditioning equipment, oil-fired spaceheaters, fan convectors, laces for fashion wear, sanitary products, counting and measuring instruments, plastic and rubber processing machinery, heavy engineering equipment, shipbuilding, and trade and technical publications. Services include office space planning and design.

The mission leader is Mr. C. A. Chadwyck-Healey, who also led the Chamber's missions to Australia, Japan and Hong Kong.

Johannesburg was the first port of call and visits were also being made to Durban, Port Elizabeth and Cape Town.

The Chamber's next mission will be to Canada in September of this year.

No wild claims

BEFORE leaving London Heathrow airport recently for Tokyo, Mr. R. A. Rogers, accompanied by a mission of 17 sponsored by the Birmingham Chamber of Commerce and Industry, said that neither he nor any of his team were making wild and exaggerated claims about the amount of business they expected to gain. The mission was going to be successful, and this expectation was based on a careful study of market conditions in Japan today, backed by previous experience in the field.

..is two-week 'hard-sell' venture, which has the blessing of the BNEC, is a follow-up to a similar mission to Japan mounted by the Birmingham Chamber in October 1968.

Approximately two-thirds of the party have established business relations in Japan and the remaining third are visiting the market for the first time. In both categories, a full programme of business appointments with agents, potential agents and customers has been arranged in collaboration with the British Commercial Posts in Tokyo and Osaka. A number of mission members will be holding discussions with Japanese industrialists with a view to entering into joint ventures and local manufacture of their products.

Product groups represented on the mission include high-pressure valves and special components for chemical plants, specialized equipment for food packaging industry, nursery products, jewellery, health meters, domestic and industrial weighing machines, oil and gas heaters, special papers and tissues for printing papers, ophthalmic lens grinding and polishing machines, batteries and power systems, electronic and telecommunication components, garage equipment and tyre inflation and industrial air line equipment, precision cold formed components, taps and dies, multi-spindle drilling attachments, general merchandise, and men's and ladies' fine English suitings.

Trade drive in Finland

THE first major part of the 'Britain in Finland 1970' trade drive began last Sunday with the departure of a top-level London Chamber trade mission. The mission, which is concentrating on capital goods, has been organized in conjunction with the Board of Trade and BNEC, is being led by Lord Erroll, vice-president of the London Chamber, with Col. J. H. Magill, London Chamber spokesman on Finland and Finnish team leader on the Export Council for Europe, as deputy leader.

Follow-up events in this major trade effort include a British Engineering Week in Helsinki in October organized by the London Chamber and a large British section at the Helsinki International Trade Fair in September organized by the Chamber and the Board of Trade.

The mission's aims are twofold. It will be paving the way for the trade drive and also making a concentrated effort on selling British capital goods and engineering products. A preliminary market survey by the Chamber and BNEC has revealed a large number of opportunities for increasing British sales. Britain is recognized as Finland's best customer. British imports from Finland totalled £173.6 million in 1969 and the large imbalance in trade (British exports were £101.3 million in 1969) is one which the Finns want to reduce. Finnish business is well disposed towards Britain and Finland is an associate member of EFTA.

The mission will be in Finland until February 28 and will be having an extensive range of meetings with officials and commercial concerns, including the Minister of Commerce, the Federation of Finnish Industries and the Chambers of Commerce in Helsinki, Tampere and Turku.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Monday to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No 886143.)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

500,000 Australian orders

Mirrlees Blackstone Ltd., a Hawker Siddeley Diesels company, have received orders worth over £500,000 for electricity generating plant for the rapidly expanding Australian industry. Plant was ordered recently for the former gold mines at Great Boulder, where there have been rich strikes of nickel, and for two iron ore mines on the west coast.

The generating sets each consist of K8 Major diesel engines manufactured at Mirrlees Blackstone's Stockport factory, coupled to alternators from the Loughborough factory of the Brush Electrical Engineering Co. Ltd., a Hawker Siddeley Electric company.

Pharmaceuticals – 'all time high'

Britain's pharmaceutical industry last year boosted its export sales by a record 22 per cent. Overseas sales of all pharmaceuticals during 1969 reached an all-time high of £119 million, compared to £97 million in 1968.

The industry is therefore selling nearly as much abroad as to Britain's National Health Service.

The greatest export growth sector was in antibiotics, which increased by 33 per cent over 1968 to obtain record overseas sales of £34 million. Other substantial export categories were hormones at £9 million (£8 million in 1968) and vitamins at £5 million (£4 million).

Ireland remained Britain's best market, buying £6.3 million (against the 1968 total of £5 million). Second largest customer was Japan, buying medicines worth £6 million (£4 million), followed by France at £6 million (£4 million).

Pharmaceutical exports from the United Kingdom have almost doubled in the last six years, putting Britain third in the export league behind the United States and Germany.

Record tractor/farm machinery sales

Exports of British tractors and farm machinery in 1969 totalled £231.5 million – an increase of £27 million on 1968 and an all-time record. Exports of tractor parts moved up from £43.2 million in 1968 to £49.2 million in 1969.

Metal door frames for Uganda hospitals

The Universal Door Co. Ltd., Oxford, have received a £66,000 order to supply pressed metal door frames for 12 rural hospitals in Uganda. The order was placed by Mowlem Construction Co. Ltd., main contractors for the £6.7 million project.

Orders from Greece and Japan

Dufay Paints Ltd., have received orders amounting to approximately £10,000 from the Hellenic Shipyards, Skaramanga, Greece, for the supply of bitumastic lightweight deck composition for nine SD14 vessels (Liberty ship replacements).

This composition is a two-layer covering which has highly efficient insulation properties for accommodation decks; it has a flat, non-slip surface with strong adhesion to steel plate and is claimed to be an effective permanent seal against moisture.

Marine paints and compositions worth about £6,000 have also been supplied recently to the Kawasaki Heavy Industries Shipbuilding Yard at Kobe, Japan, by Dufay Bitumastic.

Hawker Siddeley Canada Ltd. have signed a contract worth over £4½ million to supply 76 underground railway cars and spares, together with communications equipment, to the Toronto Transit Commission. Special traction motors for the cars will be manufactured in Britain under a £350,000 order won independently by the Traction Division of British Electrical Engineering Co. Ltd., of Loughborough, a Hawker Siddeley Electric company. The cars will be similar in design and performance to 164 lightweight cars which the company previously supplied to the TTC. The above photograph shows these earlier cars.

Orders for vehicles, fire appliances

ERF Ltd., currently claiming to be the second largest producer in the United Kingdom of heavy-duty articulated vehicles, enters 1970 with a full order book and a healthy export position.

Over 2,500 vehicles were ordered by new customers during the past nine months, compared with 1,500 for the same period last year – an increase of 60 per cent. During December alone, orders received exceeded £2 million, with overseas orders accounting for 20 per cent of this figure, compared with orders in December 1968 of £1.3 million.

The total value of orders in hand at the end of December amounted to over £16 million, of which £2 million were for export markets. This compares with £8 million orders in hand at the end of 1968, with exports accounting for £1.5 million.

The ERF distributors in Ghana, Blackwood Hodge Ltd., have 75 vehicles currently on order, worth approximately £365,000, mostly specially built articulated trucks for timber companies in Ghana, and a large proportion are for new customers.

Distributors in New Zealand, Messrs. Cossens and Black, have ordered eight fire appliances worth over £30,000 during the past four months.

UK tyres for US and Canada

Tyre orders worth £2 million for the United States and Canadian markets, which will ensure full-time working for Wrexham and Brentford tyre builders for some months to come, have been placed with Firestone UK by its United States head office.

This is the first time that the Firestone parent company in Akron, Ohio, has placed with a foreign subsidiary a large order for passenger tyres to be sold for fitment to United States cars.

Orders from Norway

Nairn International, Kirkcaldy, Scotland, have obtained an order from Norway for 150,000 sq. ft. of linoleum. The contract, secured against strong competition from Germany, Holland and Sweden, is for a new £2.4 million military headquarters being constructed in Huseby on the outskirts of Oslo.

Another recent success was an order for 366,000 sq. ft. of linoleum for Sweden's telecommunications centre.

Record £100 million exports

Massey-Ferguson (UK) and Perkins achieved a record £100 million worth of exports from the United Kingdom in 1969 – £12 million up on the previous year.

The two companies – members of the multinational Massey-Ferguson group of Toronto – have one of the best export achievements in the country, accounting for 70 per cent of total production.

The two companies export farm machinery, industrial and construction machinery and diesel engines. Perkins also supply power units to other automotive manufacturers, who in turn export the finished product, and this accounts for approximately another £10 million of exports over and above the £100 million total.

The companies employ in the United Kingdom a total of about 18,000, giving the high export average per employee of £5,500. Their factories are in Coventry, Kilmarnock, Manchester and Peterborough.

Biggest order from Tanzania

Christy & Norris Ltd., the Chelmsford pulverizing and milling engineers who design milling equipment to suit the specific requirements of East African markets, have secured their largest single order from Tanzania. Worth £50,000, the order, placed by the State Trading Corporation of Tanzania, is for more than 250 Essex Minor and Briton hammer mills. These small mills will be used throughout the bush country to supply maize and other feed meals which the villagers look on as their staple diets.

Equipment for Bahamas

Orders have been placed with South Wales Switchgear Ltd., Blackwood, Mon., by the Bahamas Electricity Corporation for 33-kV packaged substations and transformers, with associated control equipment.

British power for Chilean trains

The Chilean State Railways have specified English Electric-AEI power for 20 new two-car suburban trains to be built by Fiat Concord in Argentina. The 20 sets of 750/3,000 V dual voltage dc power equipments represent nearly £1 million of work for the Manchester, Preston and Sheffield factories of English Electric – AEI Traction Ltd.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Imports from non-member countries into the EEC

THE *Board of Trade Journal* dated August 13, 1969 (page 451) contained details of goods which under Article 115 of the Treaty of Rome, will not benefit from community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L34 dated February 12, 1970 contains the texts of two Decisions as follows:

Decision No. 70/133/CEE extends **Decisions Nos. 66/372/CEE** and **67/462/CEE** authorizing Italy to exempt from community treatment. respectively, terpeneless essential orange oils (Common Customs Tariff No. ex 33.01 A ex I), originating in the United States, and sodium bichromate (Common Customs Tariff No. ex 28.47 B II), originating in certain East European countries and freely circulating in the other Member States.

Decision No. 70/134/CEE authorizes France to exclude from community treatment live domestic sheep, other (Common Customs Tariff No. 01.04 A I (b)) and meat and edible offals of sheep, other (Common Customs Tariff No. ex 02.01 A IV) originating in third countries and freely circulating in the Member States.

The French texts of these Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Common customs tariff

THE *Journal Officiel des Communautés Européennes* No. L30 dated February 7, 1970 contains the text of **Regulation (CEE) No. 235/70** and **236/70** applying the common customs tariff to certain varieties of sweet oranges originating in Spain and Israel.

The *Journal Officiel des Communautés Européennes* No. L32 dated February 10, 1970 contains the text of **Regulation (CEE) No. 241/70** relating to the classification of goods under Common Customs Tariff No. 21.07 F (food preparations not elsewhere specified or included: other).

The *Journal Officiel des Communautés Européennes* No. L35 dated February 13, 1970 contains the text of **Regulation (CEE) No. 269/70** which annuls **Regulation (CEE) No. 236/70** applying the Common Customs Tariff to certain varieties of sweet oranges originating in Israel.

The *Journal Officiel des Communautés Européennes* No. L36 dated February 14, 1970 contains the text of **Regulation (CEE) No. 270/70** relating to the classification of products under Common Customs Tariff Nos. 28.04 C V (Hydrogen, rare gasses and other non-metals: other non-metals – other) and 38.19 T (Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included – other).

The French texts of these Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 251/70 modifies **Regulation (CEE) No. 282/67** relating to the methods of intervention for oil seeds (*Journal Officiel* No. L34 dated February 12, 1970).

Regulation (CEE) No. 252/70 modifies **Regulation (CEE) No. 785/67** relating to the methods for the purchase of olive oil by the intervention organizations (*Journal Officiel* No. L34 dated February 12, 1970).

Regulation (CEE) No. 253/70 modifies **Regulation (CEE) No. 1486/69** relating to communications between Member States and the Commission in the fats sector (*Journal Officiel* No. L34 dated February 12, 1970).

CITRUS FRUITS

Regulation (CEE) No. 254/70 establishes a compensatory import tax for sweet oranges coming from Algeria and Greece (*Journal Officiel* No. L34 dated February 12, 1970).

SUGAR

Regulation (CEE) No. 266/70 relates to the reduction in the compensatory amount applicable in the sugar sector to certain French exports to third countries and completes **Regulation (CEE) No. 1669/69** (*Journal Officiel* No. L35 dated February 13, 1970).

Regulation (CEE) No. 267/70 modifies Regulations (CEE) Nos.

(*Continued on next page*)

EUROPEAN COMMUNITIES, *continued*

1669/69 and **2061/69** in so far as they concern the document accompanying sugar, denaturated or to be denaturated in intra-community exchanges (*Journal Officiel* No. L35 dated February 13, 1970).

Harmonization of legislation

THE *Journal Officiel des Communautés Européennes* No. C18 dated February 12, 1970 contains the texts of two Proposed Directives as follows:

1. Proposed Directive relating to the harmonization of Member States' legislation concerning mayonnaise, sauces derived from mayonnaise and certain other sauces.
2. Proposed Directive relating to the harmonization of Member States' legislation concerning caseins and caseinates.

It should be noted that the texts of these Directives, when finally approved, may differ from the draft texts referred to above.

The French texts of these Proposed Directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. C17 dated February 11, 1970 contains an announcement concerning an application for clearance of agreements between Omega Louis Brandt et Frères, SA (OMEGA) and the following concerns:

(a) SA Maison Brandt Frères, Paris (Ref. IV/11.546)
(b) SpA De Marchi Fratelli, Turin (Ref. IV/10.498)
(c) Ultimo Watch SA, Brussels (Ref. IV/17.971)
(d) Uhren-Handelsgesellschaft mbh, Frankfurt (Ref. IV/12.992)
(e) A. Kinsbergen NV, Amsterdam (Ref. IV/18.888).

The announcement also concerns agreements between the above concerns and various retailers in France, Luxembourg, Belgium and the Netherlands, notified under References IV/ex. 3213, IV/17.394, IV/17.395, and IV/18.772.

Interested third parties are invited to submit their observations within one month from February 11, 1970, under the relevant reference number, to the following address:

Commission des Communautés Européennes,
Direction générale de la concurrence,
direction 'Ententes et positions dominantes,'
200 rue de la Loi,
1040 – Bruxelles (Belgique).

Particulars of this notice may be obtained, if required, from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

Temporary suspension of import duties

THE *Journal Officiel des Communautés Européennes* No. L314 dated December 15, 1969, contains the text of **Regulation (CEE) No. 2484/69** partially or totally suspending the common tariff on certain items for varying periods. Details of the goods concerned, the reduced rates of duty and the periods during which these will be applied are set out below.

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

TABLE I

Common Customs Tariff No.	Description of Goods	Rate of duty to be applied for the period January 1, 1970-June 30, 1970
ex 13.03 A V	Pyrethrum extracts	Total suspension
28.28 H I	Vanadium pentoxide (vanadium anhydride)	3%
ex 29.08 B I	Digol	12%
ex 39.02 C XIV (a)	Polyethylene-propylene elastomers	8%
ex 39.03 B V (a) 2	Hydroxypropylmethylcellulose	9·5%
ex 51.04 A	Woven fabrics of synthetic fibres for making sails for boats (†)	14·5%

(†) This suspension is subject to conditions to be determined by the competent authorities.

TABLE II

Common Customs Tariff No.	Description of Goods	Rate of duty to be applied for the period January 1, 1970-December 31, 1970
ex 03.01 A I (b)	Salmon, fresh, frozen or chilled	8%
03.01 B I (a) 2 bb	Sprats, fresh, frozen or chilled	7·8%
ex 03.01 B I (d)	'Squalus acanthias' (dog-fish), fresh, frozen or chilled	5%
ex 03.01 B I (g)	'Sardinops sagax ocellata' (known as 'pilchards'), fresh, frozen or chilled, for preserving (†)	8%
ex 03.01 C	Roe of lumpfish ('cyclopterus lumpus'), fresh, frozen or chilled	10%
ex 03.02 A I (c)	Anchovies (engraulis sp.p.), salted or in brine, in barrels or other containers with a net content of 10 kg. or more	Total suspension
ex 03.02 C	Roe of lumpfish (cyclopterus lumpus'), salted or in brine, dried or smoked	11%
ex 07.01 A I	Seed potatoes of the 'Majestic' and 'Kennebec' varieties	7%
ex 07.01 Q II	Canterelles	5·5%
ex 08.01 A	Dates for the manufacture of animal feed-stuffs (†)	6%
ex 08.02 A II (a) and (b)	Bitter or Seville oranges	8%
08.08 C	Bilberries	5·5%
09.10 C I	Saffron, neither crushed nor ground	10%
ex 12.07 K	Jaborandi leaves (pilocarpus Jaborandi); Sophora japonica buds; Strophanthus seeds (strophanthus kombe); Colchicum seeds (colchicum autumnale); duboisia leaves (duboisia myoporoides); ergot of rye (secale cornutum); leaves, seeds, roots and other parts of stramonium (datura stramonium)	Total suspension
ex 13.02 B	Canadian balsam	Total suspension
14.02 B I	Vegetable hair	Total suspension
ex 16.05 A	Crabs of the 'King', 'Hanasaki', 'Kegani' and 'Queen' varieties, merely boiled and shelled, whether or not frozen, for preservation, in containers with a net content of 2 kg. or more (†)	9%
ex 27.07 G	Aromatic products intended for the manufacture of carbon blacks (†)	Total suspension
ex 27.14 C	Extracts obtained by the treatment of lubricating oils with selective solvents, intended for the manufacture of carbon blacks (†)	Total suspension
ex 28.55 B	Iron phosphides (ferro-phosphorus) containing 15% or more by weight of phosphorus, intended solely for the manufacture of phosphoric steel-making pig-iron or of steel (†)	Total suspension
ex 29.01 C I	Pinenes	8%
ex 29.01 D VII	Vinyltoluene	6%
ex 29.02 B	Hexachlorocyclopentadiene	Total suspension
ex 29.03 B II	1-Nitropropane; 2-Nitropropane	8%
ex 29.06 A IV	2, 3, 6-Trimethylphenol	Total suspension
ex 29.09	Epoxybutane	7%
ex 29.13 A I (b)	*iso*Amyl methyl ketone	10%
ex 29.13 B I (b)	Natural refined camphor	Total suspension
ex 29.13 B II	Dydrogesterone	6%
ex 29.13 D I	3β-Hydroxypregn-5-en-20-one; 3β-hydroxy-16α-methylpregn-5-en-20-one (16-alphamethylpregnenolone)	6%
ex 29.13 F	1, 4-Naphthaquinone	Total suspension
ex 29.13 G III	2, 3-Dichloro-1, 4-naphthaquinone; Decachlorotetracyclodecanone	10%
ex 29.14 A II (c) 5	16α, 17α-Epoxy-3β-hydroxypregn-5-en-20-one acetate; 3β-Hydroxy-5β-pregn-16-en–20-one acetate	6%
ex 29.14 A II (c) 5	17α, 21-Dihydroxy-16α-methylpregna-1, 4, 9 (11)-triene-3, 20-dione 21-acetate;	9%
ex 29.14 A II (c) 5	11α, 17α. 21-Trihydroxy-16α-methyl-5α-pregnane-3, 20-dione 21-acetate 11 tolysate	
ex 29.15 A IV (a)	Sebacic acid	3%
29.16 A III (a)	Crude calcium tartrate	3·5%
ex 29.16 D	Endothal and endothalsodium	10%
ex 29.17	Diethyl sulphate	Total suspension
ex 29.23 D V	3-Aminopropionic acid (β alanine)	8%
29.25 B II (a)	Phenobarbitone and its salts	11%
ex 29.29	Podophyllinic acid ethylhydrazide; 3β-Hydroxypregna-5, 16-diene-20-one acetate oxime	6%
ex 29.31 B	Di (hydroxydi-1-methylbutylphenyl) sulphide (Thiobisdi*sec*amylphenol)	6%
ex 29.35 T	Paraquat chloride;	9·6%
—	Diquat chloride	
ex 29.35 T	Diosgenin and its esters	Total suspension
ex 29.35 T	1, 4-Diaza-bicyclo [2, 2, 2]-octane (triethylene-diamine)	8%
ex 29.36	Sulphaguanidine	7%
ex 29.39 C I	Serum gonadotrophin	Total suspension
ex 29.39 D II	3β-Hydroxy-6α-methylpregn-5-en-20-one; Fluorometholone; Betamethasone, its 21-(disodium phosphate) and 17α-valerate; Triamcinolone	8%
ex 29.40	Bromelain	Total suspension
29.41 A	Digitalins	6%
ex 29.41 D	Pure squill glucoside; Calcium salts of sennosides A and B; Podophyllotoxin benzylidene β-D-glucoside	6%
ex 29.42 C VIII	Alkaloids of ergot of rye, their salts, ethers and other derivatives, excluding lysergic acid	6%
ex 29.44 C	Cephaloridine, cephalothin and cephalexin; Gentamycin	Total suspension
ex 29.44 C	Erythromycin and its derivatives	4·5%
ex 30.01 A I	Livers of bovine animals for organo-therapeutic purposes, dried and powdered	5%
ex 30.01 B	Intrinsic factor (purified extracts of pyloric mucous membrane of pigs, dried) Bovine liver extracts	5%
ex 32.04 A IV	Dyeing extracts of logwood, yellow woods and red woods	Total suspension

Common Customs Tariff No.	Description of Goods	Rate of duty to be applied for the period January 1, 1970-December 31, 1970
38.07	Spirits of turpentine (gum, wood and sulphate), and other terpenic solvents produced by the distillation or other treatment of coniferous woods; crude dipentine; sulphite turpentine; pine oil (excluding 'pine oils' not rich in terpineol):	
	B. Sulphate turpentine; crude dipentine	3%
	C. Others	3%
ex 38.08 C	Rosin, hydrogenated, polymerized, dimerized or oxidized	4%
ex 38.08 C	Hydroabietyl alcohol, technical	Total suspension
ex 38.19 D	Sulphonic acids of bituminous mineral oils, thiophenated ('thiophenes'), and their salts	8%
ex 38.19 T	Mixed tertiary mercaptans	9%
ex 38.19 T	Mixed aldehydes derived from lignin; Crude guanine (paste of scales and other fisn waste containing mineral oils of the type used in the manufacture of pearl essence); Crude diosgenin; Aqueous suspension of microcapsules containing a dye in its leuco form, of the type used in the manufacture of 'duplicating paper'; Amines not chemically defined, intended for use in the construction of aircraft, or for the maintenance or repair of aircraft (†)	Total suspension
ex 39.01 C III	Waste from polyester sheets coated with a tungsten compound	Total suspension
ex 39.01 C III	Film in rolls, on polyester base, for cinematographic or photographic use (including radiography)	8%
ex 39.01 C IV	Epoxy resins in liquid, paste or powder form, to be used in the construction of aircraft, or for the repair or maintenance of aircraft (†)	Total suspension
ex 39.01 C VI	Polyether-urethane elastomers in one of the forms mentioned in Note 3 (a) of Chapter 39	11%
ex 39.02 C III	Polysulphohaloethylenes in one of the forms mentioned in Note 3 (a) and (b) of Chapter 39	4%
ex 39.02 C VIII	Vinyl chloride-vinylidene chloride copolymers containing at least 80% by weight of vinylidene chloride, in one of the forms mentioned in Note 3 (a) and (b) of Chapter 39, intended for the manufacture of fibres, monofil or strip (†)	4%
39.02 C XIV (a) ex	Vinylidene fluoride-hexafluoropropylene copolymer in one of the forms mentioned in Note 3 (a) and (b) of Chapter 39	4%
ex 39.02 C XIV (a)	Ethyl acrylate-chloroethyl vinyl ether copolymer in one of the forms mentioned in Note 3 (b) of Chapter 39	12%
39.03 B V (a) 1	Ethylcellulose (unplasticized)	4%
ex 39.03 B V (a) 2	Ethylhydroxyethylcellulose, water insoluble	4%
ex 39.05 C	Sheets of rubber hydrochloride of a thickness not exceeding 0·020 mm.	Total suspension
ex 40.11 B	New tyre-cases for use in servicing aircraft (†); tyre-cases of the following 2 types: 50 x 20; 26 PR	
	24 x 7·7; 14 PR	Total suspension
41.03 B I	Sheep and lamb skin leather except leather falling within heading No. 41.06, 41.07 or 41.08; other; not further prepared than tanned	Total suspension
41.04 B I	Goat and kid skin leather, except leather falling within heading No. 41.06, 41.07 or 41.08; other; not further prepared than tanned	Total suspension
ex 41.05 B I	Other reptile skins, not further prepared than tanned	Total suspension
ex 44.09	Wood mechanically reduced to fragments in the form of slivers or chips, of the kind used in making wood pulp or fibreboard or chipboard	Total suspension
ex 44.15 B	Wood panels clad on each side with sheet aluminium and intended for use in airplanes (†)	Total suspension
ex 44.28 C	Roofing or wall shingles of coniferous wood	Total suspension
45.01	Natural cork, unworked, crushed, granulated or ground; waste cork:	
	A. Unworked natural cork in the form of boards or parts of boards, of a thickness exceeding 30 mm.	3%
	B. Other	3%
45.02	Natural cork in blocks, plates, sheets or strips, including cubes or square slabs cut to size for corks or stoppers	4%
ex 48.01 E II	Japanese tissue (special long-fibred paper) intended for use in the manufacture of artificial sausage-casings or for the packaging of continuous regenerated textile fibres during the industrial processing thereof (†)	Total suspension
ex 51.01 A	Single yarns of polytetrafluoroethylene	Total suspension
51.01 B I	Hollow filament yarns	Total suspension
ex 62.05 C	Passenger life-jackets and escape chutes for the equipment of aircraft (†)	Total suspension
70.19 A I (a)	Glass beads, cut and polished mechanically	Total suspension
70.19 A III (a)	Imitation precious and semi-precious stones, cut and polished mechanically	Total suspension
73.05 A	Iron or steel powder	4%
ex 73.24	Containers for the pressurization of aircraft (†)	Total suspension
ex 81.04 K I	Sponge titanium; titanium waste and scrap	Total suspension
ex 81.04 M	Waste and scrap uranium depleted in U.235	Total suspension
ex 88.02 B II (c) and (d)	Aircraft fitted with means of mechanical propulsion, of an unladen weight of more than 15,000 kg.	Total suspension
ex 88.05 B	Flight simulators of aircraft of an unladen weight of more than 100,000 kg.	Total suspension
ex 89.05	Life-rafts for the equipment of aircraft (†)	Total suspension

(†) This suspension is subject to conditions to be determined by the competent authorities.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

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PORTUGAL

Addition of note to import tariff

PORTUGUESE *Diario do Governo*, 1st Series, No. 303, of December 30, 1969, published Decree Law No. 49484 which authorized the addition of the following Note to heading 29.39 of the import tariff:

29.39

Note:

The raw materials cortisol, cortisol acetate, cortisone, cortisone acetate, progesterone, testosterone, methyltestosterone, oestrone, nandrolone, methylprednisone acetate and triamcinolone, suitable for the manufacture of corticosteroid, steroid and 'noresteredoid' hormones, and those used in research, shall be free of duty when imported by firms which have the plant for that purpose, subject to a report by the Chemicals and Pharmaceuticals Board that such substances are not manufactured economically in Portugal and that these have characteristics required for such use. Raw materials used for other purposes or sent to other destinations will be regarded as in evasion of the duties shown in this sub-heading. Importers must note, in a separate register, entry of the raw materials and the use made of them, and must also make available, for examination by the Customs Inspectorate, all details necessary for the verification of such use and for the checking of stock.

Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.2 (Tel. 01-248 5757, Ext. 460 and 462).

SPAIN

Joint assembly: vertical shaft mills

IN THE Spanish *State Gazette* of February 7, the Spanish Authorities published approval under the Special System of Joint Assembly (details of which appeared in the *Board of Trade Journal* dated August 11, 1967, page 368) of a *pro forma* resolution for the manufacture of vertical shaft mills for preparing coal at thermal power stations.

The parts, components and auxiliary materials which may have to be imported for the inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duty.

On application, specific resolutions could be approved by the Directorate of Tariff Policy, given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty, provided the total value of such parts does not exceed 55 per cent of the total industrial cost price.

From the time of coming into force of the first specific resolution for the joint assembly of these mills all customs duty reductions or exceptions for the import of this type of equipment will be suspended. When specific resolutions are being considered the Spanish Ministry of Commerce is authorized to impose a transitory customs duty.

The current *pro forma* resolution will remain in force for a period of two years from February 7, 1970.

Customs tariff: correction by the Spanish authorities

THE *Board of Trade Journal* of February 4 (page 325) published details of various reductions to the Spanish customs tariff valid until March 31 that were notified in the Spanish *State Gazette* of January 22. The Spanish *State Gazette* of February 12 published the following correction:

Tariff heading	Tariff reduction
73.02 B	should read 100 per cent not 40 per cent as published

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NORWAY

Control of price increases

IN THE notice published in the *Board of Trade Journal* on November 26, 1969, it was announced that the Norwegian Government had introduced a prohibition on price increases on a wide range of goods.

This control has now been lifted with the sole exception of electric power.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 458, 459 and 461).

ISRAEL

Import deposits amendment

THE BOARD OF TRADE has received an amendment to the Import Deposit Order published in the *Board of Trade Journal* of January 21. No deposit is payable on postal consignments of £500 Israeli or less in value, gifts sent to private persons, items taken in by residents returning to Israel, and people taking up residence in Israel.

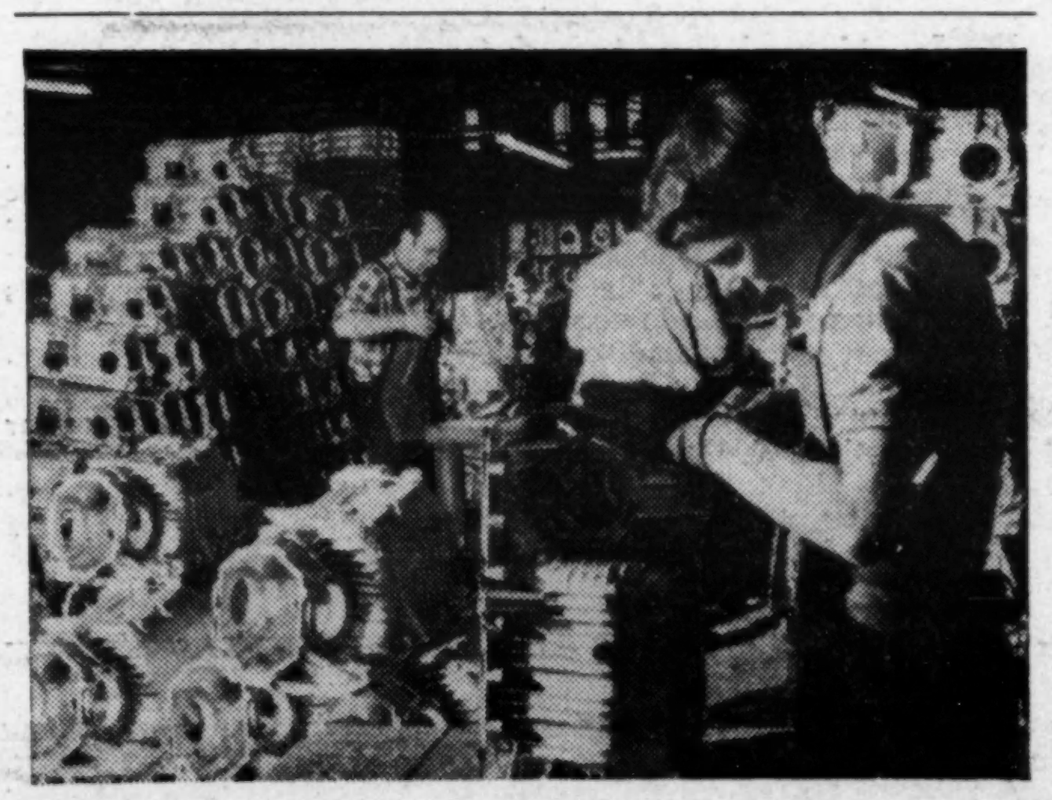
All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Food import regulations

THE FOLLOWING items may now be imported, under permit from the Israeli Ministry of Commerce and Industry:

Item	Description	Duty
07.04-1000	Dried edible mushroom Dried asparagus Dried curly cabbage Dried tomatoes, in flakes or powder Celery roots	10%
07.04-9000	Others	50%

The Board of Trade has received details of amendments to the Israeli Tariff which are applicable until December 31, 1970. All inquiries about these notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).



Cast aluminium transmission casings being prepared for shipment at Alumaso Limited (Gold Fields Group) of Burton Latimer, Northants. The casings are exported to Sweden for the Saab 99 Saloon car at the rate of over 1,000 per week. The units are produced by the low pressure diecasting technique which made possible the incorporation of the sump, differential housing and gear box in the one casting, as well as ensuring dimensional accuracy, high definition and pressure tightness.

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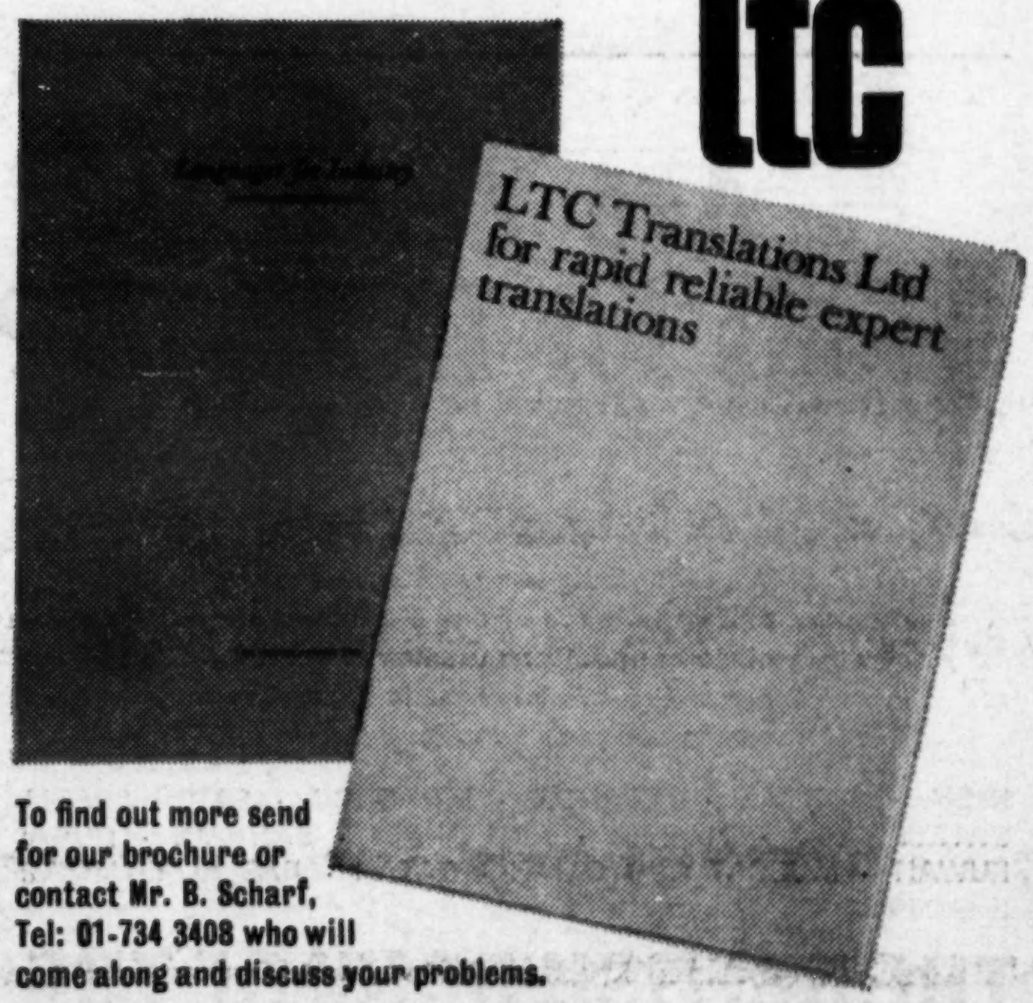

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SAUDI ARABIA

Labour and Social Insurance Regulations

ON NOVEMBER 15, 1969 there were sanctioned Royal Decree No. M/21 (Labour and Workmen Regulations) and Royal Decree No. M/22 (Social Insurance Regulations). Combined copies of these decrees can be obtained from Ashoor Public Relations Services, PO Box 1989, Jedda, Saudi Arabia.

A copy may be borrowed from Commercial Relations and Export Department, Board of Trade, 1 Victoria Street. London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

GHANA

Import licensing

THE FOLLOWING notices were published in the Ghana *Commercial and Industrial Bulletin* of January 24, 1970:

NOTICE TO IMPORTERS NO. 329 - ENDORSEMENTS ON LICENSES TO PERMIT THIRD PARTIES TO IMPORT ON BEHALF OF ORIGINAL LICENCE HOLDERS.

It has been decided that Registered Importers in Groups AX and BX should undertake the direct importation of the goods in respect of which they are granted import licences. Those in the other Groups, i.e. Groups CX, DX, EX, FX and GX may either import directly or through registered importers in Groups AX and BX whose names will, on application, be endorsed by the Controller of Imports and Exports on the licences concerned.

For the avoidance of doubt, a registered importer in Group CX, DX, FX or GX can, if he is not undertaking direct importation, only import through a registered importer in Group AX or BX or a known financial institution recognised by the Trade Division of the Ministry of Trade and Industries. For the guidance of registered importers in Groups CX, DX, EX, FX and GX, the following are the lists of importers in Groups AX and BX.' (There then follows a detailed list after which the Notice continues as follows):

It should also be borne in mind that an endorsement on an import licence to permit another company/person to order on behalf of the owner of the licence does not make the former responsible for any of the obligations attaching to the particular licence nor does it absolve the latter of his obligations.

Only one endorsement will be made on an import licence to permit a third party to order the goods concerned for the original licence holder.

This notice amends paragraph 30 of Notice to Importers No. 321 published in the *Commercial and Industrial Bulletin* No. 48 of September 19, 1969.

NOTICE TO IMPORTERS NO. 330 - IMPORTATION OF SPARE PARTS FOR MOTOR VEHICLES UNDER OPEN GENERAL LICENCE NO. 8.

'Companies which are registered as Importers, but which are not wholly Ghanaian owned, are hereby notified that, notwithstanding the liberalization of imports of spare parts for motor vehicles under Open General Licence No. 8 they should first secure Open General Licence Commitment Forms from the Controller of Imports and Exports before they undertake the importation of motor vehicle spare parts under Open General Licence No. 8.'

NOTICE TO IMPORTERS NO. 331 - SALE OF CARS IMPORTED UNDER SPECIAL UNNUMBERED LICENCES.

It is notified for general information that permission will not normally be given for the sale of cars imported under Special Unnumbered Licences within 12 months of their importation. In the special cases where permission may be granted for their sale earlier than at the expiration of the 12 month's period, the vehicles must be sold at prices not exceeding those determined by the State Transport Corporation. In determinating these prices, the State Transport Corporation will be guided by the declared value of the vehicles at the time of their importation and will make appropriate allowances for depreciation.

'Applications for permission to sell motor vehicles imported under Special Unnumbered Licences during the first 12 months of their importation should be accompanied by valuations by the Managing Director, State Transport Corporation, and should be addressed to the Controller of Imports and Exports, Ministry of Trade and Industries, Trade Division, PO Box M47, Accra.

Inquiries relating to the above notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

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Reduction in rate of turnover tax

ORDONNANCE – Loi No. 69-058 of December 5, 1969 announced the modification of the 'Taxe generale unique sur les affaires'. It is now to be known as the 'contribution sur le chiffre d'affaires' and has been reduced from 7.5 per cent to 6.75 per cent. This turnover tax is assessed on the duty paid value. Imports exempt from Customs duty (Droit d'entree) are exempt from this tax. The items listed below are also exempt:

Meat and edible offals, fresh, chilled or frozen fish, fresh or preserved milk and cream, manioc, certain edible fruits, rice, cereals, ground nuts, palm oil, meat and fish products excluding caviar and derivatives, shell-fish and molluscs, bakery products.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408 or 423).

Hints to businessmen visiting Algeria

A REVISED EDITION of the booklet on Algeria has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4,

Customs tariff change

THE CUSTOMS and Excise (Amendment) Act, 1970, published in Bill form in the *Zambia Gazette* of January 30, amends, with effect from January 31 the First Schedule to the Zambia Customs Tariff. The items affected and the new rates of duty are as follows:

First Schedule

Heading No. (1)	Description of Goods (2)	Rate of Duty (3)	Statistical Unit of Quantity (4)
04.02.00	Milk and cream, preserved, concentrated or sweetened:		
	Other full cream:		
04.02.20	Dried	Free	lb.
	Other:		
04.02.31	Milk	Free	lb.
04.02.32	Cream	Free	lb.
	Other skimmed or separated:		
04.02.91	Condensed	Free	lb.
04.02.99	Powder	Free	lb.
07.01.00	Vegetables, fresh or chilled:		
07.01.51	Tomatoes	Free	lb.
10.01.00	Wheat and meslin (mixed wheat and rye):		
10.01.10	For planting and sowing only	Free	lb.
10.01.90	Other	Free	Cental
15.02.00	Fats of bovine cattle, sheep or goats, unrendered; rendered or solvent – extracted fats (including 'premier jus') obtained from those unrendered fats:		
15.02.10	Tallow	Free	lb.
15.10.00	Fatty acids; acid oils from refining; fatty alcohols:		
15.10.10	Olein	Free	lb.
16.02.00	Other prepared or preserved meat or meat offal:		
16.02.90	Other	Free	lb.
16.04.00	Prepared or preserved fish, including caviar and caviar substitutes:		
16.04.20	Caviar, caviar substitutes, lax and anchovies, potted or tinned	75%	lb.
20.04.00	Fruit, fruit-peel and parts of plants, preserved by sugar (drained, glace or crystallized):		
20.04.10	Crystallized	75%	lb.
	Drained or glace:		
20.04.21	Ginger and chow-chow	75%	lb.
20.06.00	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:		
20.06.10	Ginger and chow-chow	75%	lb.
24.01.00	Unmanufactured tobacco; tobacco refuse:		
24.01.31	Turkish scrap	K0·67 per lb.	lb.
24.01.32	Turkish strip	K0·67 per lb.	lb.
24.01.33	Turkish leaf	K0·67 per lb.	lb.
24.02.00	Manufactured tobacco; tobacco extracts and essences:		
24.02.10	Cigars, cigarillos and cheroots	K5·00 per lb. plus 50%	lb.
27.07.00	Oils and other products of the distillation of high temperature coal tar; other oils and products as defined in Note 2 to this Chapter:		
27.07.10	Suitable for use as motor spirit (or as constituents thereof)	K0·18 per imp. gal. at 68° Fahrenheit	Imp. gal.
	Motor spirit (including gasoline, petrol and aviation spirit):		
	Imported through a pipeline:		
	Aviation spirit:		
27.10.21	100 octane and over	K0·18 per imp. gal. at 68° Fahrenheit	Imp. gal.
27.10.22	Less than 100 octane	K0·18 per imp. gal. at 68° Fahrenheit	Imp. gal.
	Other:		
27.10.23	100 octane and over	K0·18 per imp. gal. at 68° Fahrenheit	Imp. gal.
27.10.24	Less than 100 octane	K0·18 per imp. gal. at 68° Fahrenheit	Imp. gal.
	Otherwise imported:		
	Aviation spirit:		
27.10.25	100 octane and over	K0·18 per imp. gal. at 68° Fahrenheit	Imp. gal.
27.10.26	Less than 100 octane	K0·18 per imp. gal. at 68° Fahrenheit	Imp. gal.
	Other:		
27.10.27	100 octane and over	K0·18 per imp. gal. at 68° Fahrenheit	Imp. gal.
27.10.28	Less than 100 octane	K0·18 per imp. gal. at 68° Fahrenheit	Imp. gal.
	Distillate fuels (for example, gas oil and diesel oil) having a flash point of not less than 150° Fahrenheit (closed test at sea level):		
27.10.41	When imported through a pipeline	K0·05 per imp. gal. at 68° Fahrenheit	Imp. gal.
27.10.42	When otherwise imported	K0·05 per imp. gal. at 68° Fahrenheit	Imp. gal.
	Residual fuel oils:		
27.10.59	Other (heavy oils for furnaces)	K0·05 per imp. gal. at 68° Fahrenheit	Imp. gal.
27.11.00	Petroleum gases and other gaseous hydrocarbons	K0·01 per lb.	lb.
28.00.00	Chemical elements, inorganic chemical compounds and other products specified in Notes 1 and 2 to this Chapter:		
	Metallic salts of inorganic acids:		
	In bulk:		
28.00.66	Potassium salts, n.e.s.	Free	lb.
32.13.10	Printing inks	20%	lb.
33.05.00	Aqueous distillates and aqueous solutions of essential oils, including such products suitable for medicinal uses:		
	Containing more than 2% of alcohol by volume at a temperature of 51° Fahrenheit:		
33.05.11	For medicinal uses	Free	gall.
33.05.19	Other	75% and in addition K6·00 per imp. gal.	gall.
	Other:		
33.05.91	For medicinal uses	Free	gall.
33.05.99	Other	30%	gall.
33.06.00	Perfumery, cosmetics and toilet preparations:		
33.06.10	Perfumery (including toilet waters) containing more than 2% by volume of alcohol at a temperature of 51° Fahrenheit	75% and in addition K6·00 per imp. gal.	gall.
33.06.30	Shampoos (including animal and bird shampoos and washes)	50%	lb.
33.06.40	Shaving creams	50%	lb.
33.06.90	Other	50%	—
36.01.00	Propellant powders	75%	lb.
36.04.00	Percussion and detonating caps; ignitors; detonators:		
36.04.10	Percussion and detonating caps	75%	No.
36.05.00	Pyrotechnic articles (for example, fireworks, railway fog signals, amorces, rain rockets):		
36.05.30	Marine distress signals	Free	—
36.05.90	Other	75%	—
38.11.00	Disinfectants, insecticides, fungicides, etc.:		
	Insecticides:		
38.11.21	Aerosols	20%	lb.
39.00.00	Artificial plastic materials, etc.:		
	Seamless tubes and tubing, pipes and piping:		
	Other seamless tubes and tubing, pipes and piping:		
39.00.46	Rigid of an internal diameter not exceeding 8 inches	20% or K0·02 per foot, whichever is the greater	lb.
42.02.00	Travel goods, etc.:		
42.02.10	Travel goods of vulcanized fibre	50%	No.
42.02.20	Other travelling and sports cases and handbags	50%	No.
42.02.90	Other	50%	No.
42.03.00	Articles of apparel and clothing accessories, of leather or of composition leather:		
	Other apparel and clothing accessories:		
42.03.99	Other	50%	No.
42.05.00	Other articles of leather or of composition leather	50%	No.
43.01.00	Raw furskins	50%	lb.
43.02.00	Furskins, tanned or dressed, etc.:		
43.02.10	Furskins (including assemblies)	50%	—
43.02.20	Shaped pieces of furskins	50%	—
43.02.90	Other (including tails and cuttings)	50%	—
43.03.00	Articles of furskin:		
43.03.10	Being items of clothing	50%	—
43.03.90	Other	50%	—
43.04.00	Artificial fur and articles made thereof:		
43.04.10	Being items of clothing	50%	—
43.04.90	Other	50%	
44.05.00	Wood sawn lengthwise, sliced or peeled, but not further prepared, of a thickness exceeding 5 mm.:		
44.04.10	Coniferous	Free	cu. ft.
44.05.90	Non-coniferous	Free	cu. ft.
44.14.00	Wood sawn lengthwise, sliced or peeled but not further prepared, of a thickness not exceeding 5 mm.; veneer sheets and sheets for plywood, of a thickness not exceeding 5 mm.	Free	cu. ft.
44.15.00	Plywood, blockboard, laminboard, battenboard and similar laminated wood products (including veneered panels and sheets); inlaid wood and wood marquetry:		
44.15.90	Other	Free	cu. ft.
44.18.00	Reconstituted wood, being wood shavings, wood chips, etc.	Free	lb.
51.04.00	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01.00 or 51.02.00:		
	Other:		
51.04.91	Of rayon	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
51.04.99	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
52.02.00	Woven fabrics of metal thread or of metallized yarn, of a kind used in articles of apparel, as furnishing fabrics or the like	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
53.12.00	Woven fabrics of course animal hair other than horsehair	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.

(Continued on next page)

ZAMBIA, *continued*

Heading No. (1)	Description of Goods (2)	Rate of Duty (3)	Statistical Unit of Quantity (4)
53.13.00	Woven fabrics of horsehair	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
55.07.00	Cotton gauze:		
	Other:		
55.07.91	Unbleached	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
55.07.99	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
55.09.20	Canvas, weighing not less than 10 ounces per square yard:		
	Other:		
55.09.91	Unbleached	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
55.09.99	Other	20% or K0·05 whichever is the greater	sq. yd.
56.07.00	Woven fabrics of man-made fibres (discontinuous or waste):		
	Other:		
56.07.91	Of rayon	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
56.07.99	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
57.09.00	Woven fabrics of true hemp:		
57.09.90	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
57.10.00	Woven fabrics of jute or of other textile bast fibres of heading No. 57.03.00:		
57.10.90	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
57.11.00	Woven fabrics of other vegetable textile fabric:		
57.11.90	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
57.12.00	Woven fabrics of paper yarn:		
	Other:		
57.12.99	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
58.01.00	Carpets, carpeting and rugs, knotted (made up or not)	50%	sq. yd.
58.02.00	Other carpets, carpeting, rugs, mats and and matting, and 'Kelam', 'Schumaks' and 'Karamanie' rugs and the like (made up or not):		
58.02.10	Coir	50%	sq. yd.
58.02.20	Sisal	20%	sq. yd.
58.02.90	Other	50%	sq. yd.
58.03.00	Tapestries, hand-made, etc.	50%	sq. yd.
58.04.00	Woven pile fabrics and chenille fabrics, etc.:		
	Containing more than 50% of cotton:		
58.04.19	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
	Other:		
58.04.99	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
58.08.00	Tulle and other net fabrics (but not including woven knitted or crocheted fabrics) plain:		
58.08.30	Containing more than 50% of cotton	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
58.08.90	Other	20% or K0·05 whichever is the greater	sq. yd.
58.09.00	Tulle and other net fabrics, figured:		
58.09.12	Containing more than 50% of cotton	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
58.09.19	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
59.02.00	Felt and articles of felt whether or not impregnated or coated:		
	Other felt in the piece:		
59.02.39	Other	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
59.13.00	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads:		
59.13.10	Fabric, exceeding 12 inches in width	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
60.01.00	Knitted or crocheted fabric, not elastic nor rubberizzd:		
60.01.12	Containing over 50% of cotton	20% or K0·25 per lb. whichever is the greater	sq. yd. and lb.
60.01.19	Other	20% or K0·25 per lb. whichever is the greater	sq. yd. and lb.
60.04.00	Under garments, knitted or crocheted, not elastic nor rubberized:		
	Singlets, undervests and similar garments:		
60.04.11	Of a chest measurement of 30 inches or more	30% or K0·60 per garment whichever is the greater	No.
60.04.20	Petticoats and slips	30% or K0·40 per garment whichever is the greater	No.
	Knickers, panties, men's underpants and similar garments:		
60.04.31	Of a waist measurement of 23 inches or more	30% or K0·60 per garment whichever is the greater	No.
	Shirts:		
60.04.41	Of a chest measurement of 30 inches or more	30% or K0·80 per garment whichever is the greater	No.
60.05·00	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized:		
	Dresses:		
60.05.11	Of a chest measurement of 30 inches or more	30% or K0·60 per garment whichever is the greater	No.
	Skirts:		
60.05.21	Of a waist measurement of 23 inches or more	30% or K0·40 per garment whichever is the greater	No.
61.01.00	Men's and boys' outer garments:		
	Shorts:		
61.01.41	Of a waist measurement of 23 inches or more	30% or K0·80 per garment whichever is the greater	No.
	Other trousers, slacks and jeans:		
61.01.45	Of a waist measurement of 23 inches or more	30% or K1·20 per garment whichever is the greater	No.
61.02.00	Women's and girls' and infants' outer garments:		
	Ready-made:		
	Dresses:		
61.02.21	Of a chest measurement of 30 inches or more	30% or K0·60 per garment whichever is the greater	No.
	Blouses:		
61.02.24	Of a chest measurement of 30 inches or more	30% or K0·40 per garment whichever is the greater	No.
	Skirts:		
61.02.27	Of a waist measurement of 23 inches or more	30% or K0·40 per garment whichever is the greater	No.
	Shorts:		
61.02.41	Having a waist measurement of 23 inches or more	30% or K0·80 per garment whichever is the greater	No.
	Trousers, slacks and jeans:		
61.02.45	Having a waist measurement of 23 inches or more	30% or K1·20 per garment whichever is the greater	No.
61.03.00	Men's and boys' under garments, including collars, shirt fronts and cuffs:		
	Singlets, undervests and similar garments:		
61.03.11	Of a chest measure of 30 inches or more	30% or K0·60 per garment whichever is the greater	No.
	Under pants and similar garments:		
61.03.21	Of a waist measurement of 23 inches or more	30% or K0·60 per garment whichever is the greater	No.

Heading No. (1)	Description of Goods (2)	Rate of Duty (3)	Statistical Unit of Quantity (4)
	Shirts:		
61.03.31	Of a chest measurement of 30 inches or more	30% or K0·80 per garment whichever is the greater	No.
61.04.00	Women's and girls' and infants' under garments:		
	Singlets, undervests and similar garments:		
61.04.11	Of a chest measurement of 30 inches or more	30% or K0·60 per garment whichever is the greater	No.
	Knickers, panties and similar garments:		
61.04.21	Of a waist measurement of 23 inches or more	30% or K0·60 per garment whichever is the greater	No.
61.04.30	Petticoats and slips	30% or K0·40 per garment whichever is the greater	No.
67.03.00	Human hair, dressed, thinned, bleached or otherwise worked, wool or other animal hair prepared for use in making wigs and the like	75%	—
67.04.00	Wigs, false beards, hair pads, etc.	75%	—
67.05.00	Fans and hand screens, non-mechanical of any material:		
67.05.10	Set with precious stones, and pearls	75%	—
70.20.00	Glass fibre (including wool), yarns, fabrics and articles made therefrom:		
70.20.30	Fabrics	20% or K0·05 per sq. yd. whichever is the greater	sq. yd.
71.01.00	Pearls, unworked or worked, but not mounted, set or strung:		
71.01.90	Cut or otherwise worked	75%	—
71.02.00	Precious and semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung:		
	Diamonds:		
	Non-industrial:		
71.02.29	Cut or otherwise worked	75%	—
	Other stones:		
	Non-industrial:		
71.02.99	Cut or otherwise worked	75%	—
71.03.00	Synthetic or reconstructed precious or semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung:		
71.03.90	Cut or otherwise worked	75%	—
71.12.00	Articles of jewellery and parts thereof, of precious metal or rolled precious metal:		
71.12.10	Set with or containing pearls or precious or semi-precious stones	75%	—
71.13.00	Articles of goldsmiths' or silversmiths' wares and parts thereof, of precious metal or rolled precious metal, other than goods falling within heading No. 71.12.00	75%	—
71.14.00	Other articles of precious metal or rolled precious metal:		
71.14.91	Set with or containing pearls or precious or semi-precious stones	75%	—
71.15.00	Articles consisting of, or incorporating, pearls, precious and semi-precious stones (natural, synthetic or reconstructed):		
71.15.90	Other	75%	—
71.16.00	Imitation jewellery:		
71.16.10	Plated with precious metals	75%	—
73.18.00	Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high-pressure hydro-electric conduits:		
73.18.10	Mild steel tubing, enamelled; welded or open seam, whether or not perforated (the outside diameter being confined to nominal sizes ⅛ inch and 3 inch and the thickness being confined to 0·30 inch to 0·120 inch inclusive), the ends being plain or screwed and additionally or alternatively fitted with any form of joint	20% or K0·03 per ft. whichever is the greater	Centals and feet
84.08.00	Other engines and motors:		
84.08.40	For boats and launches	75%	—
	Domestic refrigerators, electrical:		
84.15.31	With a cubic capacity of less than 16 cubic feet	50%	No.
84.15.39	Other	30%	No.
	Centrifuges:		
84.18.11	Domestic appliances	75%	No.
84.19.10	Domestic dishwashing machines	75%	No.
84.40.10	Domestic types of washing machines, ironing machines, wringers and mangles	75%	No.
84.65.10	Ships' propellers and paddle wheels	75%	—
85.03.00	Primary cells and primary batteries:		
	Cells and batteries:		
85.03.11	Dry cells and batteries	50%	No.
85.06.10	Vacuum cleaners and floor polishers and parts thereof	75%	No. and Centals
85.14.00	Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers:		
	Loudspeakers:		
85.14.21	Built into cabinets	75%	Centals
	Amplifiers:		
85.14.39	Other	75%	Centals
	Spare parts for the above items:		
85.14.42	Chassis, complete or incomplete; cabinets; imported separately	75%	Centals
85.15.00	Radiotelegraphic and radiotelephonic transmission, etc.:		
	Radio-broadcasting and television reception apparatus, etc.:		
85.15.52	Television receivers of a value for duty purposes exceeding K20 each (whether or not combined with gramophones or other sound recorders or reproducers)	75%	No.
85.15.53	Television chassis	75%	No.
85.15.57	Transmitter/receiver radios operating on a fixed frequency	15%	No.
	Spare parts for radio-broadcasting and television reception apparatus:		
85.15.61	Cabinets	75%	No.
87.02.00	Motor vehicles for the transport of persons, goods or materials, etc.:		
	Other (motor cars including coupe-imps, station wagons, safari vans, general purpose vehicles and motor caravans):		
	Of a value for duty purposes not exceeding K1,400·00 each:		
87.02.91	New	A rate per centum calculated by subtracting 100 from the figure representing the value for duty purposes expressed in Kwacha, and then dividing by 20	No.
87.02.92	Secondhand	A rate per centum calculated by subtracting 100 from the figure representing the value for duty purposes expressed in Kwacha, and then dividing by 20	No.
87.02.98	New	A rate per centum calculated by subtracting 750 from the figure representing the value for duty purposes expressed in Kwacha, and then dividing by 10	No.
87.02.99	Secondhand	A rate per centum calculated by subtracting 750 from the figure representing the value for duty purposes expressed in Kwacha, and then dividing by 10	No.
87.06.00	Parts and accessories of the motor vehicles falling within heading No. 87.01.00, 87.02.00 or 87.03.00:		
	Other:		
87.06.94	Anti-skid tyre chains	Free	Centals
87.06.99	Other	10%	Centals
87.09.00	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars; side-cars of all kinds:		
87.09.20	Of a cubic capacity not exceeding 249 c.c.	15%	No.
87.09.30	Of a cubic capacity exceeding 249 c.c.	30%	No.
87.10.00	Cycles (including delivery tricycles), not motorized	30%	No.
87.12.00	Parts and accessories of articles falling within heading No. 87.09.00, 87.10.00 or 87.11.00:		
87.12.10	For motor or motorized cycles and side-cars of heading 87.09.00	15%	Centals
87.12.20	For cycles of heading 87.10.00	30%	Centals
90.08.00	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles	50%	No.
90.09.00	Image projectors (other than cinematographic projectors); photographic (except cinematographic) enlargers and producers	50%	—
90.10.30	Screens for projectors	50%	—
91.01.00	Pocket-watches, wrist-watches and other watches, including stop-watches:		
91.01.90	Other	50%	No.
91.02.00	Clocks with watch movements (excluding clocks of heading No. 91.03.00)	50%	No.
91.03.00	Instrument panel clocks and clocks of a similar type, for vehicles, aircraft or vessels	50%	No.
91.04.00	Other clocks	50%	No.
91.05.00	Time of day recording apparatus; apparatus with clock or watch movement (including secondary movement) or with synchronous motor, for measuring, recording or otherwise indicating intervals of time:		

(Continued on next page)

ZAMBIA, *continued*

Heading No. (1)	Description of Goods (2)	Rate of Duty (3)	Statistical Unit of Quantity (4)
91.05.90	Other	50%	No.
91.07.00	Watch movements (including stop watch movements), assembled	50%	lb.
91.08.00	Clock movements, assembled	50%	lb.
91.09.00	Watch cases and parts of watch cases, including blanks thereof	50%	
91.10.00	Clock cases and cases of a similar type for other goods of this Chapter, and parts thereof	50%	lb.
91.11.00	Other clock and watch parts	50%	lb.
93.07.10	Sporting ammunition and parts thereof	75%	lb.
93.07.20	Other cartridges and bullets and parts thereof	75%	lb.
97.04.10	Playing cards	75%	Pack
98.03.20	Ballpoint pens	15% or K0·20 per doz. whichever is the greater	—
100.21.00	Goods (excluding alcoholic beverages, cigars, cigarettes and manufactured tobacco, merchandise for sale or industrial or commercial use) not exceeding fifty Kwacha in value, imported by a traveller for his own use or for the use of his family in his accompanied baggage or on his person, provided that the goods may, at the discretion of the traveller, be entered under their appropriate headings in this tariff and provided that all dutiable goods shall be so entered	20%	—
100.22.00	Goods (excluding alcoholic beverages, cigars, cigarettes and manufactured tobacco, merchandise for sale or industrial or commercial use) imported by parcel post or air-freight, in a single consignment whose value for duty purposes does not exceed fifty Kwacha and provided that the goods may, at the discretion of the importer, be entered under their appropriate headings in this tariff and provided that all dutiable goods shall then be so entered This heading does not apply to any goods imported by the same person in multiple consignments irrespective of the source of supply, within any period of 30 days.	20%	—

Suspensions of duty

THE ZAMBIAN Customs and Excise (Suspension) Regulations, 1970, repeals the Customs and Excise (Suspension) Regulations, 1966, published in the *Board of Trade Journal* of January 21, 1966, page 165.

The duties appearing in the customs tariff, in so far as they apply to the goods appearing in the Schedule below, are suspended to an extent sufficient to reduce such duties to the effective rates shown in the Schedule:

SCHEDULE

Heading No.	Description of Goods	Effective Rate of Duty
Ex 15.07.00	Fixed vegetable oils, crude	Free
Ex 15.08.10	Linseed oil, crude	Free
Ex 16.04.99	Tinned fish	Free
22.01.00	Ice and snow	Free
27.10.41	Diesel oil when imported through a pipeline by persons approved by the Minister and under such conditions as may be determined by the Minister	Free
27.10.42	Diesel oil when otherwise imported by a person approved by the Minister and under such conditions as may be determined by the Minister	Free
27.10.59	Heavy oil having a viscosity of not less than 200 seconds Redwood 1 at 100° Fahrenheit	Free
Ex 39.00.45	Flexible plastic piping and tubing of an internal diameter not exceeding 2 inches when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 39.00.46	Rigid plastic piping and tubing of an internal diameter not exceeding 8 inches	Free
40.11.51	Motor cycle and motor scooter tyres	K0·10 per lb.
40.11.52	Motor cycle and motor scooter tubes	K0·10 per lb.
Ex 40.11.61	Other motor vehicle tyres having a sectional width of 12 inches or more or a rim diameter of 23 inches or more	K0·10 per lb.
40.11.62	Other motor vehicle tubes designed for use with tyres having a sectional width of 11 inches or more or a rim diameter of 23 inches or more	K0·10 per lb.
44.13.11	Parquet flooring fingers, loose, not exceeding 5 in. x 1 in. x 0·5 in.	Free
Ex 49.09.90	Greetings cards imported for sale by or on behalf of the United Nations Children's Funds	Free
50.09.00	Woven fabrics of silk or of waste silk other than noil	10%
50.10.00	Woven fabrics of noil silk	10%
53.11.90	Other woven fabrics of sheep's or lambs' wool or of fine animal hair	10%
54.05.90	Other woven fabrics of flax or ramie	10%
	Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics falling within heading 55.08.00 and fabrics falling within heading 58.05.00):	
58.04.20	Containing more than 10% silk	10%
58.04.30	Containing more than 50% wool or fine animal hair	10%
	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), plain:	
58.08.20	Containing more than 10% silk	10%
58.08.40	Containing more than 50% flax	10%
	Tulle and other net fabrics, figured:	
58.09.11	Containing more than 10% silk	10%
58.09.13	Containing more than 50% flax	10%
59.02.31	Felt and articles of felt, whether or not impregnated or coated: Other felt in the piece containing more than 50% wool	10%
	Footwear with outer soles and uppers of rubber or artificial plastic material:	
64.01.10	Rubber outer soles: with rubber uppers	5%
64.01.90	Other	5%
	Footwear with outer soles of leather or composition leather; footwear (other than falling within heading 64.01.00) with outer soles of rubber or artificial plastic material:	
64.02.10	With canvas uppers: of the tennis, gymnasium, hockey or basketball type	5%
64.02.90	Other	5%
64.03.00	Footwear with outer soles of wood or cork	5%
64.04.00	Footwear with outer soles of other material	5%
Ex 73.18.10	Mild steel tubing, enamelled: welded or open seam, whether or not perforated (the outside diameter being confined to nominal size ¼ inch and 3 inch and the thickness being confined to 0·30 inch to 0·120 inch inclusive), the ends being plain or screwed and additionally or alternatively fitted with any form of joint	Free
Ex 73.18.20	Mild steel pipes and tubes, not being galvanized, welded or open seam, whether or not perforated, of internal diameter 7 inches to 30 inches and of a wall thickness 1/8th inch to 5/16th inch inclusive, the ends being plain, screwed or bevelled or alternatively fitted with flanges or any other form of joint; when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 73.21.90	Other structural ironwork and steelwork when imported by persons approved by the Minister and under conditions as the Controller may determine	Free
Ex 73.22.11	Vats and process tanks, industrial; wholly or mainly of stainless steel (excluding clad steel) not exceeding 3/6th inch in thickness; when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 73.22.90	Other vats and process tanks, industrial; when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
73.38.11	Basins, bowls, plates and saucers	30%
73.38.12	Mugs and cups	30%
Ex 73.38.11 Ex 73.28.12 Ex 73.38.19	Metal pressings, unfinished, not being stainless steel, when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 73.40.40	Tanks, vats and steam-jacketed pans, wholly or mainly of stainless steel (excluding clad steel) not exceeding 3/16th inch in thickness; when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 74.09.90	Other reservoirs, tanks, vats and similar containers of copper, for any material (other than compressed or liquified gas), of a capacity exceeding 300 l, whether or not lined or heat insulated but not fitted with mechanical or thermal equipment; when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
74.18.10	Basins, bowls, plates and saucers	30%
74.18.20	Mugs and cups	30%
Ex 74.19.29	Other vats and tanks (including stands therefor) of copper; when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 75.06.49	Other vats and tanks (including stands therefor) of nickel; when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 76.09.90	Other reservoirs, tanks, vats and similar containers of aluminium, for any material (other than compressed or liquified gas), of a capacity exceeding 300 l, whether or not lined or heat insulated but not fitted with mechanical or thermal equipment ; when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
76.15.41	Basins, bowls, plates and saucers	30%
76.15.42	Mugs and cups	30%
Ex 76.15.41 Ex 76.15.42 Ex 76.15.49	Metal pressings, unfinished, of aluminium; when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 76.16.12	Other tanks and vats (including stands therefor) of aluminium: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 78.06.39	Other tanks and vats (including stands therefor) of lead: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 79.06.29	Other tanks and vats (including stands therefor) of zinc; when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 80.06.29	Other tanks and vats (including stands therefor) of tin: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 38.01.00	Component parts of rim locks, cylinder night lathes, 2-lever mortice locks, 3-lever mortice locks and 4-lever mortice locks: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
84.15.31	Domestic refrigerators, electrical: of a cubic capacity of less than 16 cubic feet	30%
Ex 84.17.20	Vats and process tanks, wholly or mainly of stainless steel (excluding clad steel) not exceeding 3/16th inch in thickness: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
85.03.11	Dry cells and batteries	30%
Ex 85.15.69	Radio parts, imported in a completely knocked down condition so that no two parts are in an assembled condition	Free
Ex 87.02.00	Lorries, trucks and vans, excluding 4-wheel drive vehicles: of a type approved by and under such conditions as the Controller may determine	Free
Ex 87.02.20	Coaches and omnibuses	Free
87.10.00	Cycles (including delivery tricycles), not motorized	Free
87.12.20	Parts and accessrories for cycles of heading 87.10.00	Free
87.14.27	Semi-trailers	Free

Any inquiries relating to the above notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Import licensing regulation: razor blades

GOVERNMENT NOTICE No. 37 published in the United Republic of Tanzania *Official Gazette* of February 6, amends, with effect from January 29, the Fourth Schedule to the Open General Licence 1968 (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515) which includes goods of United Kingdom origin for which specific import licences are required, by the addition of the following item:

Fourth Schedule

BTN. Number	Description of Goods
82.11 A	Razor blades

MALAWI

Customs tariff amendments for humane animal killers

MALAWI Government Notice No. 11 of 1970 amends the Customs Tariff with effect from June 1, 1969, to the following extent:

PART III – Customs duties

(a) by the deletion of all material in column 2 in respect of subheading 93.02.01 and the substitution therefor of the following:

'Humane animal killers; signal and line throwing appliances as may be admitted by the Controller; parts therefor';

(b) by the deletion of all material in column 2 in respect of subheading 93.02.99 and the substitution therefor of the following:

'Other, including parts of all arms in subheadings 93.02.02 and 93.02.03'; and

(c) by the deletion of all material in columns 1 to 6 inclusive in respect of subheading 93.07.01 and the substitution therefor of the following:

1	2	3	4	5	6
93.07.01	Blank cartridges for use with tools in subheading 82.02.99 or with goods in subheading 93.02.01	—	Free	Free	Free
93.07.02	Other cartridges	—	40% and in addition	40%	30%
		per 100	£5 0s. 0d.	£5 0s. 0d.	£5 0s. 0d.

(Britain pays column 6 rate of duty)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

UGANDA

Import prohibition of some textile goods: amendment

STATUTORY INSTRUMENT No. 16 of 1970, The External Trade (Prohibition of the Importation of Goods) Order, details of which were published in the *Board of Trade Journal* of February 18, page 475, has been amended to allow the importation of the banned goods from Tanzania and Kenya into Uganda. On February 10, 1970, the Minister of Commerce and Industry, in a letter to the commercial banks, indicated that those importers who were irrevocably committed to certain imports of the prohibited textile items should be able to import them, provided that such goods were shipped from the country of origin or Letters of Credit were opened for them before the date of the publication of the Statutory Instrument (January 30, 1970).

Textile importers might care to note that the following products are **not** covered by the Order:

653 6 0 9: velvets, plushes and furnishing fabrics.
653 7 0 0: knitted or crocheted fabrics (not elastic).
653 8 0 0: fabrics woven of glass fibre.
654 0 0 1: mosquito and sandfly netting (white).
654 0 0 9: tulle, lace, embroidery, ribbons, trimmings, and other small wares.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

CAPE VERDE

Amendments to the import tariff

PORTUGUESE *Diario do Governo*, 1st Series, No. 5 of January 7, 1970, published Decree No. 9/70 which authorized the following amendments to the Cape Verde import tariff:

1. The minimum tariff rates for the following headings should now read as shown:

68.16.02	3% *Ad valorem*
73.36.03	22% *Ad valorem*
84.20.01	37% *Ad valorem*
84.20.02	37% *Ad valorem*
03	37% *Ad valorem*
04	37% *Ad valorem*
05	37% *Ad valorem*
06	37% *Ad valorem*
07	37% *Ad valorem*
84.41.01	37% *Ad valorem*
87.06.03	25% *Ad valorem*
04	25% *Ad valorem*
05	25% *Ad valorem*
06	25% *Ad valorem*
87.14.04	3% *Ad valorem*
06	15% *Ad valorem*
07	10% *Ad valorem*
08	10% *Ad valorem*
09	10% *Ad valorem*
10	10% *Ad valorem*

2. The following notes are to be added to the respective headings of the tariff:

62.03.02

Note: When imported for the purpose of packaging products originating within the province, these are liable to a rate of 2 escudos per kg. By decision of the Governor following reasoned reports from the Customs and Economic Affairs departments.

87.02.08

Note: Motorized vehicles for passenger transport, of 'cross country' type with four-wheel drive, of characteristics similar to those of jeeps, will be liable to rate of 10 per cent *ad val.*

87.14
Spare parts

Note: When special factors governing use or cost justify it, the Governor may issue a decision, on application from those concerned, and following reasoned reports by the Economic Affairs and Customs departments, reducing to 3 per cent *ad valorem* the duties levied on spare parts for motor vehicles.

The provisions of the present decree will apply to clearance notes awaiting settlement and payment.

Inquiries about this notice should be addressed to Export Services Branch. Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

AUSTRALIA

Tariff Board inquiry on rotary converters

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of rotary converters exceeding 50 kW. (Tariff item 85.01.399).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

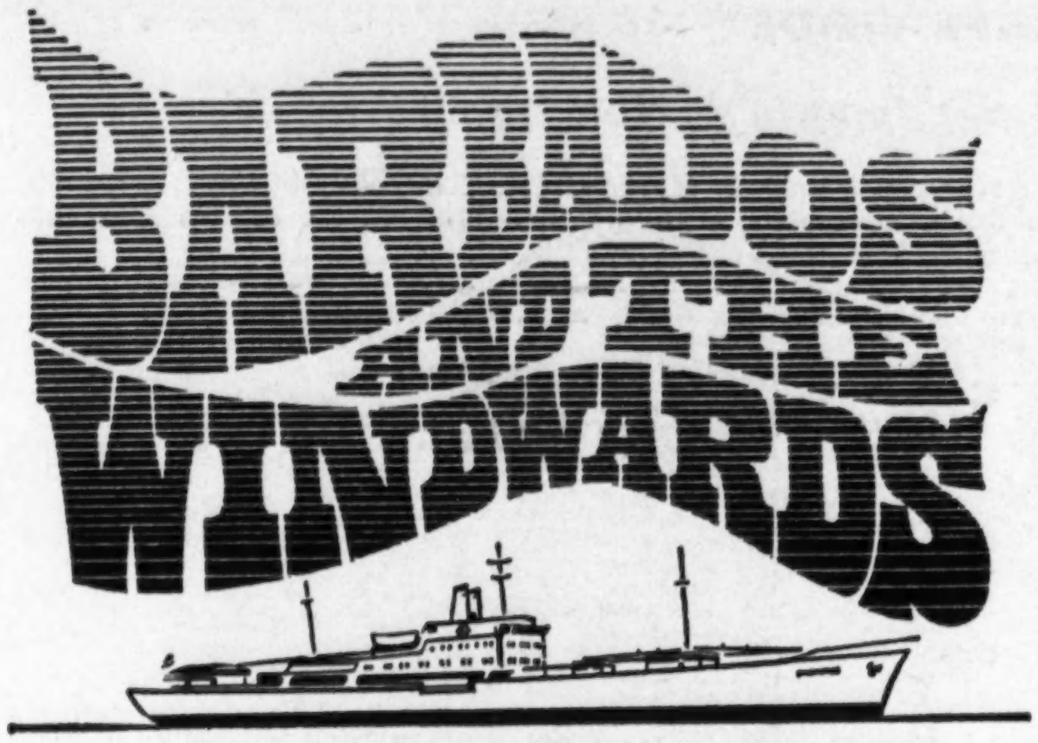
Tariff item	Goods	Rate of duty	
		General	Preferential
85.01.3	Alternating current generators; direct current or universal generators; rotary converters;		
85.01.310	Hand generators (ringing) for telephones	17½% Primage 10%	Free Primage 10%
85.01.32	Alternating current generators not falling within 85.01.31:		
85.01.321	Not exceeding 120 KVA	40%	27½%
85.01.329	Other	7½%	Free
85.01.39	Other:		
85.01.391	Not exceeding 50KW	40%	27½%
85.01.399	Other	7½%	Free

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence.

In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than **March 16.**

Before this date, therefore, United Kingdom Trade Associations

(*Continued on next page*)



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or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting ref. No. CRE 430/70.

Tariff changes on curtain hooks of base metal

DETAILS ARE given below of changes made in the Australian Customs Tariff by Customs Tariff proposals, which came into effect on February 9, 1970, and are consequent upon the inquiry by the Special Advisory Authority.

Amendments of Part II of the First Schedule to the Customs Tariff 1966-1969

Tariff item	Goods	Rate of duty	
		General	Preferential
1. Omit the note to Chapter 83, *insert* the following notes: '1. In this Chapter, a reference to parts for goods shall be read as not including a reference to goods of iron or steel falling within item 73.25, 73.29, 73.31, 73.32 or 73.35 or to similar goods of other base metals: 2. The following goods are specified for the purposes of paragraph 83.02.42, that is to say, goods that: (a) were in transit to Australia on December 8, 1969; and (b) are entered for home consumption within 21 days after importation.'			
2. After paragraph 83.02.41 *insert* the following paragraph:			
83.02.42	Curtain hooks, other than goods specified in Note 2 to this Chapter	7½%, and a temporary duty of 25%	Free, and a temporary duty of 25%

NEW ZEALAND

Emergency Protection Authority reports

COPIES OF THE following New Zealand Emergency Protection Authority reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321):

Tariff Item	Description
25.08.00	Chalk
87.14.21	Trailer axle assemblies of a capacity of three tons and over
39.07.99	Bows, ornaments and ornamental fasteners suited for footwear

Tariff and Development Board reports

COPIES OF THE following New Zealand Tariff and Development Board reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321):

Tariff Item	Description
82.01.38	Slashers
82.02.07	Bandsaw blades and toothed bandsaw blading exceeding 4 inches in width, for wood sawing

ECUADOR

Closure of HM Consulate at Guayaquil

IT SHOULD be noted that HM Consulate at Guayaquil, Ecuador, will be closed down with effect from March 15, 1970. Thereafter commercial coverage of the area will be the responsibility of HM Embassy at Quito.

Any United Kingdom businessmen intending to visit the area are advised first of all to contact the nearest Regional Office of the Board of Trade or Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Telex 886143).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

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TRINIDAD AND TOBAGO

Import licensing arrangements: wooden coat hangers

THE LIST of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new item: 632-09.01 Wooden coat hangers (also known as clothes hangers).

URUGUAY

Amendments to code of merchandise

A URUGUAYAN Government Decree published in the local press on January 19, provided for the following amendments to the Code of Merchandise:

Article 1: Additions

Sub-Group	Commodity	Surcharge Per cent	Average c.i.f. Price US$
	Coloured crystal for optical use in sheets or plates of the following measurements: thickness from 1 mm. up to 2 mm. inclusive, width from 0·25 m. up to 0·50 m. inclusive, length up to 0·80 m. inclusive	Free	
	Neutral glass tubes	10	
	Copper in powder form	10	
	Telephone tinned copper wire of 1 mm. by 0·5mm. in diameter with PVC polychrome insulation	10	
	Telephone tinned copper braided wire of 1 by 0·5 mm. in diameter with PVC polychrome insulation	10	
	Centre fire cartridges	90	
	Pistols, rifles and revolvers – calibre over 22 (5·6 mm.)	90	
	Spares for electric shavers, clockwork, battery, friction or similar, excluding plastic cases and their parts	60	
	Electric shavers, clockwork, battery, friction or similar types:		
	(a) Electric	150	21·55 per kilo
	(b) Others	150	
	Cylinder liners	90	2·71 per kilo
	Lobsters, crabs and oysters: live, prepared and preserved in cold storage for industrial use	10	
	Animal food concentrates based on oxytetracycline	60	
	Wood 'flour' for the manufacture of battery separators	10	

Article 2: Modifications to descriptions

Sub-Group	Commodity	Surcharge Per cent	Average c.i.f. Price US$
42.496	Compounds used for degassification of cast aluminium	10	
	Should now read:		
42.496	Compounds used for de-gassification and/or refinement of cast aluminium	10	
42.660	'Formol'	10	
	Should now read:		
42.660	'Formol' and paraformaldehyde for industrial use	10	
41.162	Kneaders up to 5 sacks, beaters, rolling presses up to 3 rollers and graters for bakeries, confectioners and manufacturers of vermicelli, etc.	150	3·85 per kilo
	Should now read:		
41.162	Kneaders, beaters, rollers, graters and cutting machines for bakeries, confectioners and manufacturers of vermicelli, etc.	150	3·85 per kilo
45.043	Medical apparatus for the application of ultra-violet or infra-red rays	60	
	Should now read:		
45.043	Medical apparatus for the application of ultra-violet or infra-red rays and massage apparatus (vibrators)	60	
40.009	Retractible ball point pens with plastic case without metal parts dismantled or not	—	
	Should now read:		
40.009	Retractible ball point pens with metal or metal and plastic case dismantled or not	—	

Article 3:

This list of radio and television valves included in Sub-Group 33.045 of the Code of Merchandise to be substituted by the following: IB3GT, IG3, IK3, DY30, IJ3, 5U4GB, 5Y3GT, 6AQ5A, EL90, N727, 6AU8, 6AV6, EBC91, 6AX4GTB, 6AX4GT, 6AX4GTA, 6BA6, LF93, W727, 6BE6, 6BW8, 6CB6, 6CG7, 6DN7, 6DQ6, 6DQ6B, 6SQ7, 6SQ7GT, 6V6GT, 36X4, EZ90, U78, 75, 80, 6DQ6A.

Article 4:

The Bank of the Republic will only apply the minimum surcharge on Imports of cotton yarns included in Sub-Groups 42.810 and 42.813 of the Code of Merchandise every time a certificate exists from the Ministry of Finance subject to a previous report of the Advisory Commission, created by decree of February 17, 1960, stating that there is no national production of cotton yarns of the types used by textile mills.

Article 5: Deletions

Mussels, lobsters, crabs and oysters: live, prepared and preserved in cold storage for industrial use. Accessories and spares of electric, battery, friction or similar shavers. Shavers: electric, clockwork, battery, friction or similar and their parts or finished or unfinished parts which constitute the machine.

Article 6:

In the cases where surcharges are increased by the application of the provisions of the present decree, firms which manufacture in the country the products therein referred to, may not alter the price levels of such products rulings at the date of the Comision de Productividad, Precios e Ingresos – COPRIN (Prices and Incomes Board).

Article 7:

When, by application of the rulings of the present decree, the surcharges on imported products, processed or as raw materials used in the country for the production of determined articles, have been decreased, the respective internal market prices must be submitted to the consideration of the Comision de Productividad, Precios e Ingresos – COPRIN (Prices and Incomes Board) who will consider the application of the established reduction of surcharges.

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UNITED STATES

Cyclamic acid for persons under medical supervision

THE *Board of Trade Journal* of October 29 gave notice that the United States Commissioner of Food and Drugs had issued an order deleting cyclamic acid and its salts from the list of additives which are generally regarded as safe for use in foods.

The Commissioner has subsequently amended the order to enable cyclamates to be made available to persons under medical supervision on a non-prescription drug-labelled basis.

The Commissioner has issued regulations prescribing the conditions under which applications for cyclamate-containing artificial sweeteners would be approved together with revised labelling requirements.

Further information may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457). Ref. FR 31.12.69, 10.2.70.

Fair Packaging and Labelling Act—multi-unit containers

THE *Board of Trade Journal* of July 9, 1969 gave notice of a proposal of the United States Food and Drug Administration to amend the regulations under the Fair Packaging and Labelling Act to require a declaration of quantity of contents on multi-unit containers in terms of the number of individual units, the quantity of each individual unit, and the total quantity of the contents of the multi-unit package.

After consideration of the comment received, the Food and Drug Administration has adopted the proposed amendment with the addition of a definition of multi-unit retail package. The amendment becomes effective on February 13, 1971.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457). Ref. FR 12.2.70.

Control of air pollution from motor vehicles

THE UNITED STATES Department of Health, Education and Welfare has given notice of its intention to publish, before July 1, 1970, proposals for test procedures which provide for true mass measurement of exhaust emissions employing a new, closed self-weighting cycle.

It is proposed that the test procedures be applied to 1972 and subsequent model year light duty vehicles and engines.

In addition, the Department has given notice of proposed oxides of nitrogen standards which it is intended would be applicable to 1973 and 1975 model year light duty vehicle engines.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222, 7877, Ext. 2397). Ref. FR 10.2.70.

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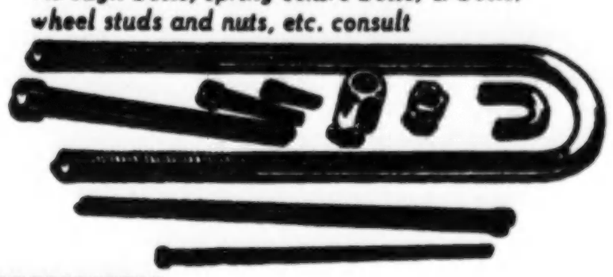

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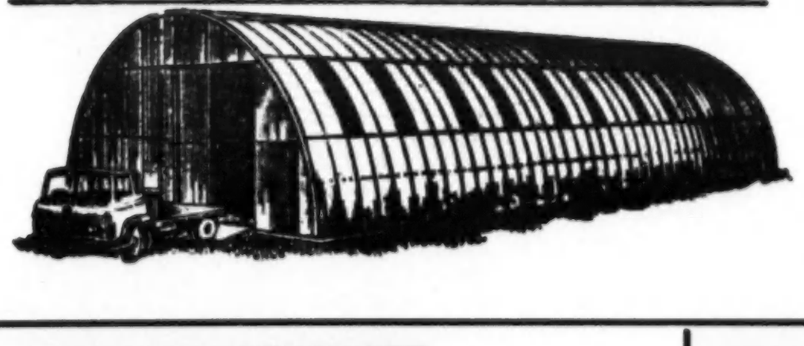

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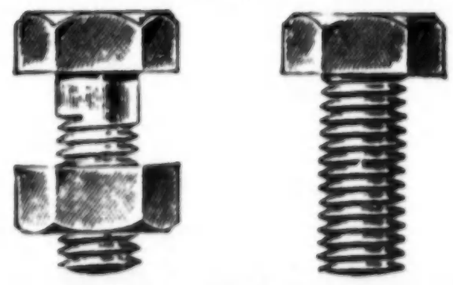

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